

FIG. 1

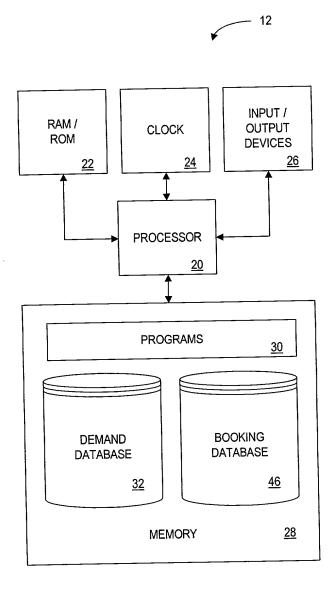


FIG. 2

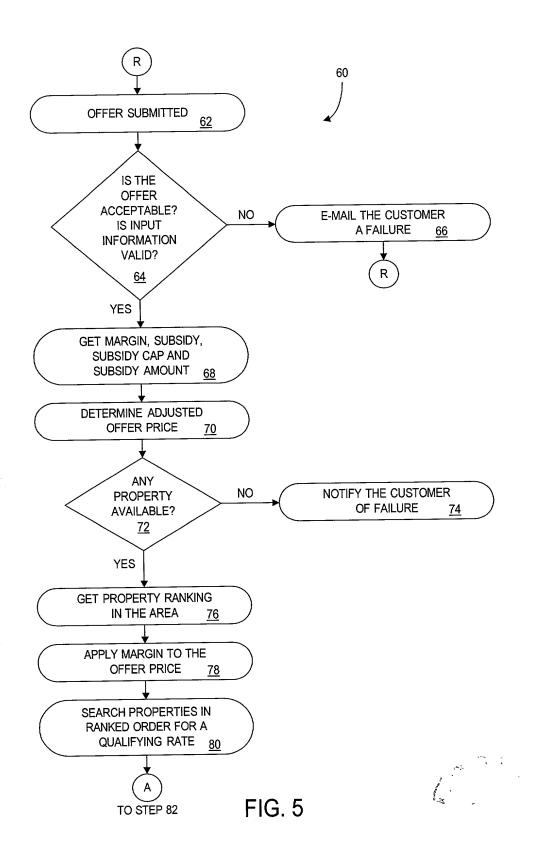
32

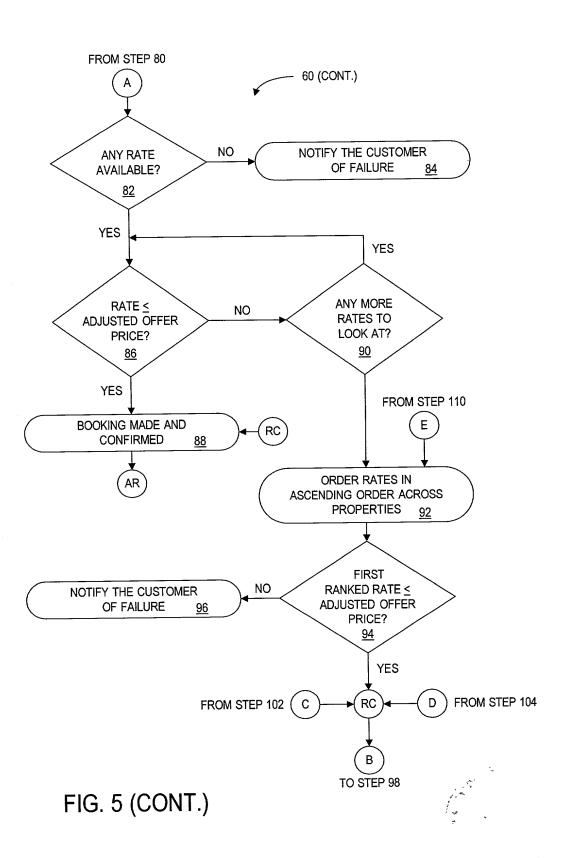
RESUBMITTED	44	ON	ON	YES
PARTICIPATED IN PROMOTION	42	YES	YES	ON
REQUESTED STAR RATING	40	^3	>1	5
OFFER	38	\$60.00	\$210.00	\$350.00
REQUESTED DATES	98	9/7/2000	9/8/2000 - 9/10/2000	10/2/2000 - 10/10/2000
CUSTOMER	34	JOHN WHITE	MARY BLUE	JOSEPH RED

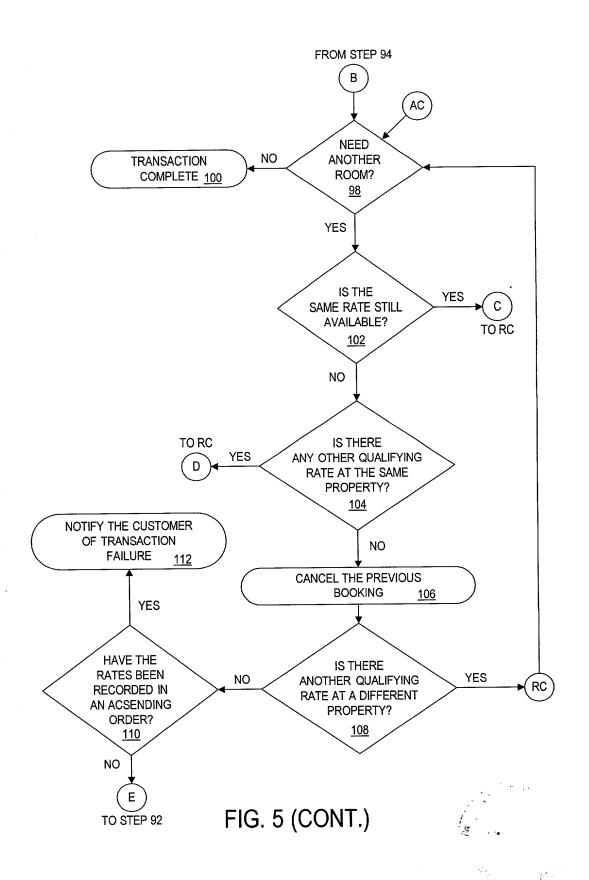
FIG. 3

SELLER IDENTIFIER F	STAR RATING	GEOGRAPHIC LOCATION	MINIMUM ACCEPTABLE PRICE	MARGIN REQUIRED	SUBSIDY AVAILABLE
48	S	52	54	<u>56</u>	58
HOLIDAY INN	က	BOSTON, MA	\$100.00/NIGHT	%9	ON
DAYS INN	2	NEW YORK, NY	\$79.99/NIGHT	%8	ON
FOUR SEASONS	5	WASHINGTON. D.C.	\$250.00/NIGHT	10%	YES

FIG. 4







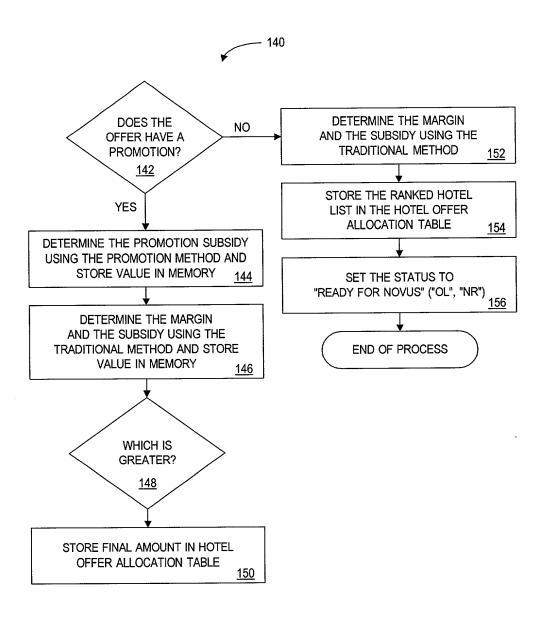


FIG. 6

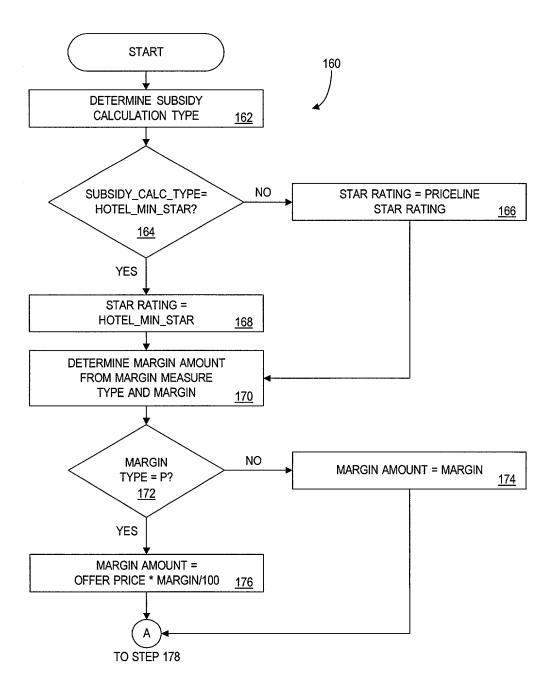


FIG. 7

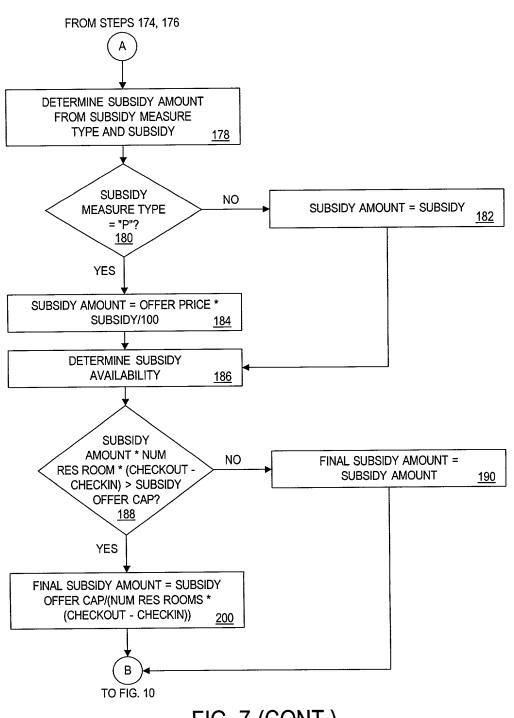


FIG. 7 (CONT.)

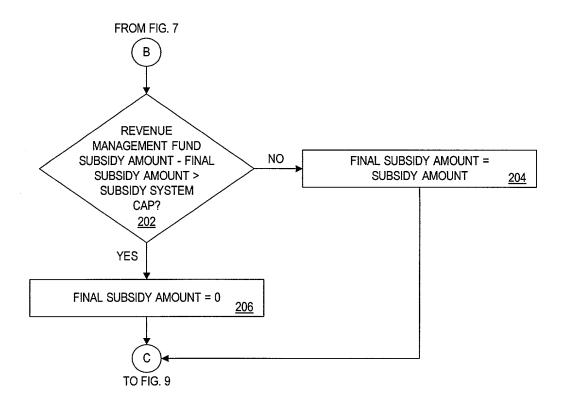


FIG. 8

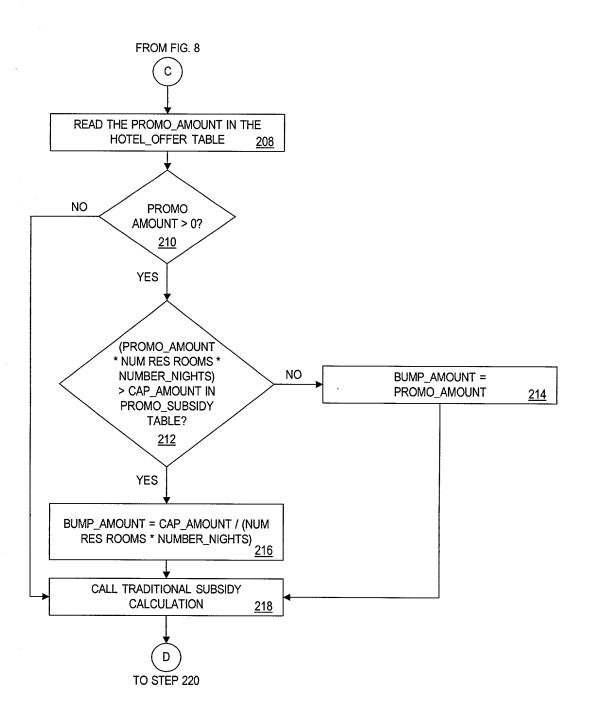


FIG. 11

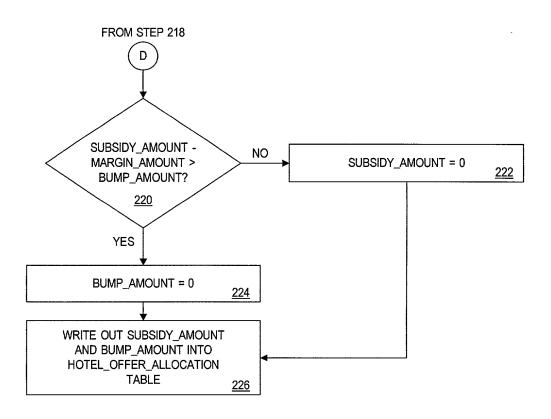


FIG. 9 (CONT.)

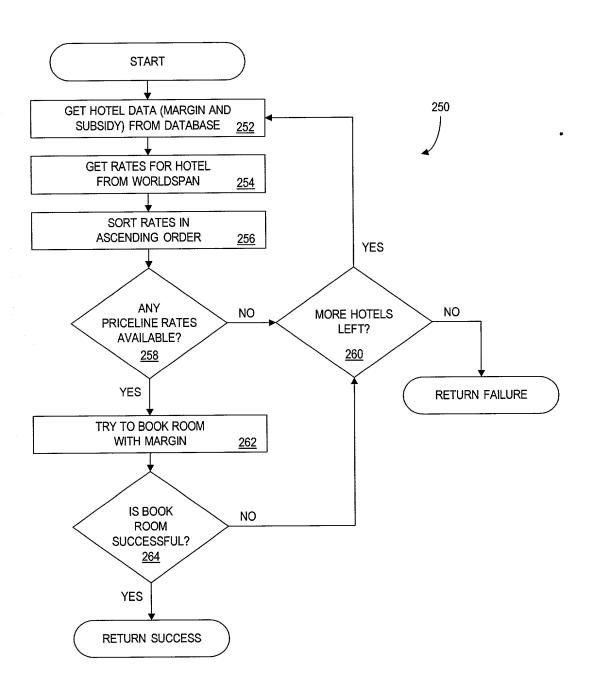


FIG. 10

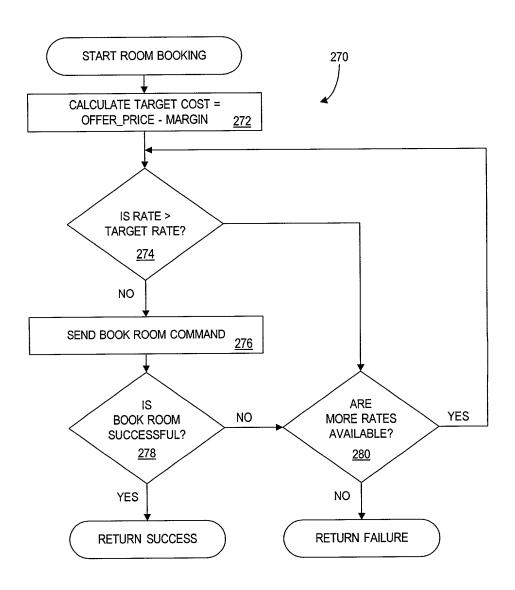
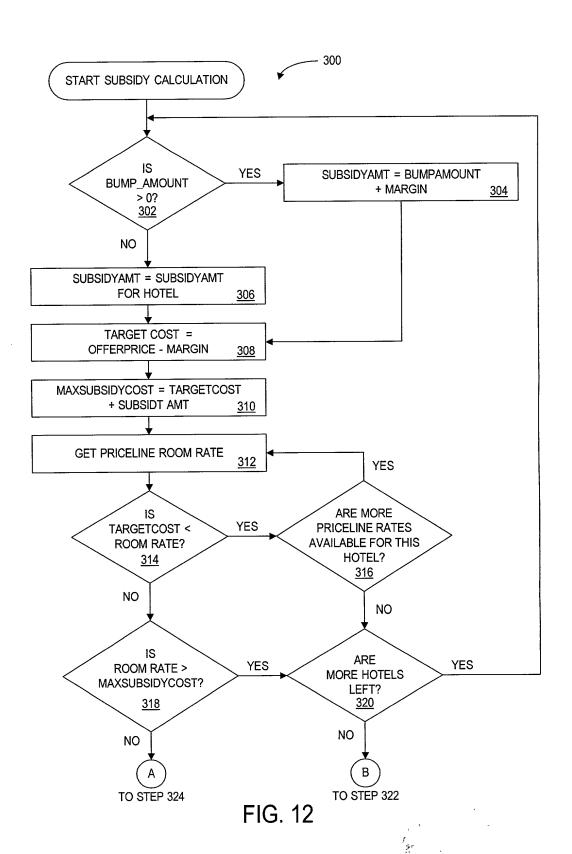
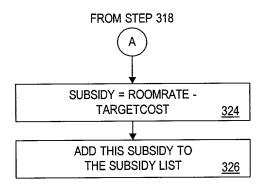


FIG. 11





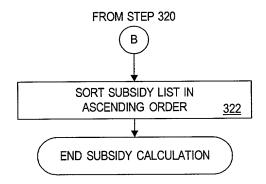


FIG. 12 (CONT.)

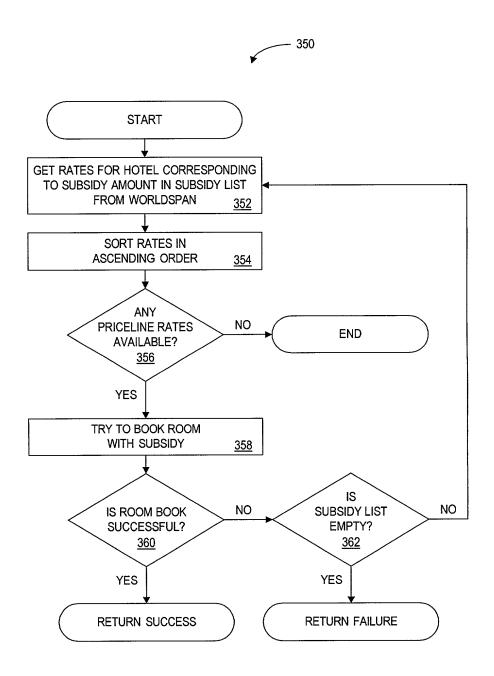


FIG. 13

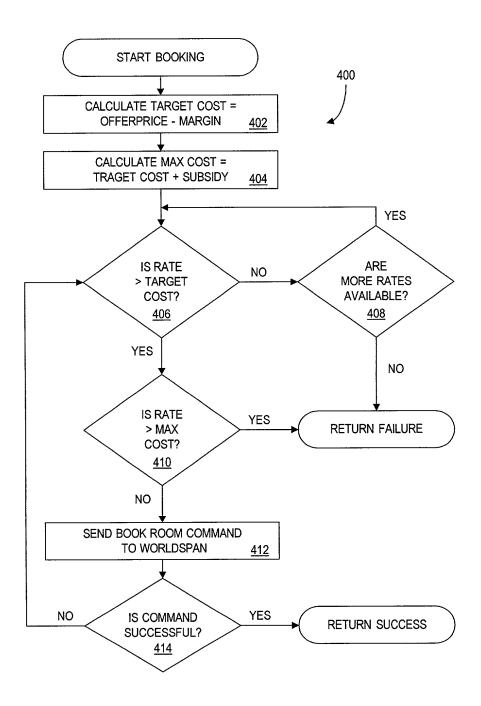


FIG. 14

				500		
	hotelsim	1.1				- ДХ
	<u>F</u> ILE <u>E</u>	DIT TOOLS	<u>w</u> indow	<u>H</u> ELP		
			AI	IPUT	in the second se	
			SIMULAT	ION PERIOD		
	START DATE:		TOTAL DAY	/S: 🔻 🔽	END DATE:	
			PARAMET	ER CHANGE		
	PA	RAMETER 1 F	ARAMETER 2	PARAMETER 3	PARAMETER 4	501
						1
	L					
502						
			DESIRE	D OUTPUT		
	OVER	ALL	STAR RATING	TOP 25	TOP 10	

FIG. 15

☐ HOTELSIM 1.1	- ₽X
<u>F</u> ILE <u>E</u> DIT <u>T</u> OOLS <u>W</u> INDOW <u>H</u> ELP	
HotelSim Output Menu	
ANALYSIS OF OVERALL RESULTS	
ANALYSIS BY REQUEST	51
ANALYSIS BY BOOKED STAR RATING	
TOP 25 MARKET PERFORMERS	
TOP 10 HOTELS WITH BIGGEST CHANGE	
NEW SIMULATION	
LOG OUT	

HOTELSIM 1.1					₽X
<u>F</u> ILE <u>E</u> DIT <u>T</u> OO	LS <u>W</u> INDOW	HELP			
	Outpu	t Overall	BACK	PRINT	
TOTAL OFFERED ROOMS					_
TOTAL OFFERED RM NIGHTS		SIMULA	TION START]
TOTAL OFFERED REVENUE		SIMU	LATION END]
ACCEPTED OFFERS BIND RATE ACCEPTED ROOMS ACCEPTED ROOM NIGHTS ACCEPTED REVENUE MARGIN (\$) MARGIN % ROOMS REQ. PER OFFER	ACTUAL	SIML	ILATION	CHANGE	5
AVG. LENGTH OF STAY					-
ROOM NIGHTS PER OFFER AVG. REV. PER NIGHT					_
AVG. MARGIN PER NIGHT					-
# DISTINCT HOTELS BOOKED					

FIG. 16

		<u></u>	
HOTELSIM 1.1			- - - - - X
FILE EDIT TOO	LS <u>w</u> indow <u>i</u>	ELP	
	Output C	verall BACK	PRINT
TOTAL OFFERED ROOMS	4,995		
TOTAL OFFERED RM NIGHTS	10,573	SIMULATION START	08/17/99
TOTAL OFFERED REVENUE	\$640.557.00	SIMULATION END	08/17/99
	<u>ACTUAL</u>	SIMULATION	<u>CHANGE</u>
ACCEPTED OFFERS	1,112	1,168	66
BIND RATE	25.24%	26.74%	1.50%
ACCEPTED ROOMS	1,215	1,293	78
ACCEPTED ROOM NIGHTS	2,327	2,499	172
ACCEPTED REVENUE	\$163,060.00	\$170,662.79	\$7,602.79
MARGIN (\$)	\$3,189.12	\$2,361.33	(\$827.79)
MARGIN %	1.96%	1.39%	57%
ROOMS REQ. PER OFFER	1.09	1.10	0.01
AVG. LENGTH OF STAY	1.92	1.94	0.02
ROOM NIGHTS PER OFFER	2.09	2.12	0.03
AVG. REV. PER NIGHT	\$70.07	\$68.29	(\$1.78)
AVG. MARGIN PER NIGHT	\$1.37	\$0.94	(\$0.45)
# DISTINCT HOTELS BOOKED	475	499	24

FIG. 17

[n			
HOTELSIM 1.1			<u>- 년 X</u>
<u>F</u> ILE <u>E</u> DIT <u>T</u> O	OOLS <u>W</u> INDOW	<u>H</u> ELP	
	Output by Reques	ted Star Rating	ACTUAL SIM. CHANGE
SIMULATION PERIOD	08/17/1999		8.3% 8.3% 0.0%
TOTAL OFFERS	4,406	DISTRIBUTION	31.4% 34.9% 3.5%
TOTAL OFFERED ROOMS	4,995	ACCEPTED REV.	39.8% 36.3% -3.5% 20.3% 20.0% 0.3%
TOTAL OFFERED RM NIGHTS	10,375		20.3% 20.0% 0.3% 0.4% 0.4% 0.0%
TOTAL OFFERED REVENUE	\$640.557.00	STAR RATING	
	<u>ACTUAL</u>	SIMULATION	<u>CHANGE</u>
ACCEPTED OFFERS	116	122	6
BIND RATE	14.3%	15.1%	0.8%
ACCEPTED ROOMS	130	141	11
ACCEPTED ROOM NIGHTS	262	280	18
ACCEPTED REVENUE	\$6,239.69	\$6,896.49	\$636.80
MARGIN (\$)	(\$385.69)	(\$489.49)	(\$103.80)
MARGIN %	-6.10%	-7.10%	1.0%
ROOMS REQ. PER OFFER	1.12	1.16	0.04
AVG. LENGTH OF STAY	2.02	1.99	-0.03
ROOM NIGHTS PER OFFER	2.26	2.3	0.4
AVG. REV. PER NIGHT	\$23.82	\$24.63	\$0.81
AVG. MARGIN PER NIGHT	(\$1.47)	(\$1.75)	(\$0.28)
AVERAGE STAR RATING	2.39	2.53	0.14

FIG. 17 (CONT.)



		550	
HOTELSIM 1.1			- @ X
<u>F</u> ILE <u>E</u> DIT <u>T</u> 0	OOLS <u>W</u> INDOW	<u>H</u> ELP	
SIMULATION PERIOD TOTAL OFFERS TOTAL OFFERED ROOMS TOTAL OFFERED RM NIGHTS TOTAL OFFERED REVENUE	Output by Booke 08/17/1999 4,406 4,995 10,375 \$640.557.00	DISTRIBUTION ACCEPTED REV.	ACTUAL SIM. CHANGE 1% 1% 0.0% 19% 19% 0.0% 55% 55% 0.0% 24% 24% 0.0% 0.0% 0.4% 0.0%
	BOOKED STAR	RATING 1	CHANGE
ACCEPTED OFFERS	18	20	2
ACCEPTED ROOMS	19	21	2
ACCEPTED ROOM NIGHTS	47	49	2
ACCEPTED REVENUE	\$866.50	\$987.20	\$120.70
MARGIN (\$)	(\$52.50)	(\$79.20)	(\$26.70)
MARGIN %	-6.06%	-8.02%	-1.96%
ROOMS REQ. PER OFFER	1.06	1.10	0.04
AVG. LENGTH OF STAY	2.47	2.27	-0.20
ROOM NIGHTS PER OFFER	2.61	2.50	-0.11
AVG. REV. PER NIGHT	\$18.44	\$19.74	\$1.31
AVG. MARGIN PER NIGHT	(\$1.12)	(\$1.59)	(\$0.47)

FIG. 18

П нот	TELSIM 1.1										·			- IDI	X
FILE	<u>E</u> DIT	TOOLS	<u>W</u> I	NDOW	Ŀ	<u>H</u> ELP						•		_	ت
		Out	tput k	у Тор	25 C	ity Pe	erfori	ners							
				ACC	EPTE	D OFF	ERS	*	RM	. NIGI	HTS	N	IARGI	N	
RANK	<u>CITY</u>	OFFERS	A	T BIND	SIM	BIND	CHG	BIND	ACT	SIM	CHG	ACT	SIM	CHG	
1	NEW YORK CITY		F		 	 									
2	CHICAGO				 										
3	SAN FRANCISCO														
4	ORLANDO			<u> </u>											
5	LAS VEGAS														
6	WASHINGTON DC														
7	LOS ANGELES														
8	ATLANTA														
9	SAN DIEGO														
10	SEATTLE														
11	PHOENIX														
12	ST. LOUIS														i
13	DENVER														
14	NEW ORLEANS														
15	HOUSTON														
16	MEMPHIS			1											
17	NASHVILLE														
18	CINCINNATI														
19	DETROIT		L												
20	CLEVELAND														
21	BOSTON														
22	MINN. ST. PAUL														
23	MIAMI														
24	PORTLAND, OR														
25	KANSAS CITY, MO														

FIG. 18 (CONT.)

			57	70
HOTELSIM 1.1			1	- ₽ X
<u>F</u> ILE <u>E</u> DIT	<u>T</u> 00LS	<u>w</u> indow	HELP	
	Out	put Top 10 l	Vith Most	Changes
TOTAL OFFERED TOTAL OFFERED RM TOTAL OFFERED RE SIMULATION	NIGHTS			BACK PRINT
RANK HOTEL 1 2 3 4 5 6 7 8 9 10	ID RM. N	IGHT INCRE	ASE HO	OTEL ID RM. NIGHT DECREASE

FIG. 19

	TOTAL OFF	SIMULATION PEF TOTAL OFF AL OFFERED RO ERED ROOM NIG OFFERED REVE	ERS OMS OHTS	16/1999 3,939 4,445 9,065 1,340.00		08/16/1	999	580
			IND	UT				
	ACTUAL PARA	AMETER VALUES		O I				
		MARGIN AMOUNT	MARGIN %	SUBSID	DY AMT.	SUBSIDY %	SUBSIDY CA	<u>.P</u>
	1		20%			47.00%	\$300.00	
	2		17%			51.00%		
	3		15%			49.00%		
	4		15%			40.00%		
	5		15%					
	5		10%	<u> </u>		35.00%		
590			CURRE	NT MAR	RGIN MEA	ASURE TYPE	%	
			CURREN	NT SUBS	SIDY MEA	SURE TYPE	<u> </u>	
	SIMULATION F	PARAMETER VAL	LUES				L	-
	STAR RATING	MARGIN AMOUNT	MARGIN %	SUBSIE	OY AMT.	SUBSIDY %	SUBSIDY CA	<u>.P</u>
	1		20%			47.00%	\$300.00	
	2		17%			51.00%		_
	3		15%			49.00%		
	4		15%			40.00%		
	5		15%			35.00%		
	J		1370	}		33.00 /6		
			CURRE	NT MAR	RGIN MEA	SURE TYPE	E %	
			CURREN	NT SUBS	SIDY MEA	SURE TYPE	E%	
			OUT	NIT				
				PUT				
			<u>ACTU/</u>		SIMULAT		ANGE	
	ACCEPTED OFFE BIND RATE	=RS		1,032 26.20%	2	1,101 7.95%	1.75%	
	ACCEPTED ROO	MS		1,170		1,263	93	
	ACCEPTED ROO			2,211		2,442	231	600
	ACCEPTED REVI			357.00	\$159,5		\$8,206.65	
	MARGIN \$ (CONT MARGIN %	TRIBUTION)	\$3,	019.72	\$2,0	069.07	(\$950.65)	
		STED PER OFFER	1.	2.0% 1.13		1.3%	-0.7% 0.02	
	· ·	F STAY PER ROOM		1.89		1.93	0.04	
	ROOM NIGHTS P	PER OFFER SOLD		2.14		2.22	0.08	
	AVG. REVENUE /			\$68.46	(65.34	(\$3.12)	
	AVG. MARGIN / N		.	\$1.37 467	,	\$0.85	(\$0.52)	
	# OF DISTINCT H	OTELS BOOKED AT		407		491	24	

FIG. 20

610

DISTRIBUTION OF ACCEPTED OFFERS

STAR	<u>ACTUAL</u>	SIMULATION	<u>CHANGE</u>
1	18	19	1
2	267	286	19
3	611	646	35
4	206	209	3
5	3	3	0

DISTRIBUTION OF ACCEPTED ROOMS

<u>STAR</u>	<u>ACTUAL</u>	SIMULATION	CHANGE
1	19	21	2
2	288	311	23
3	675	719	44
4	223	229	6
5	3	3	Ō

DISTRIBUTION OF ACCEPTED ROOM NIGHTS

<u>STAR</u>	<u>ACTUAL</u>	SIMULATION	<u>CHANGE</u>
1	47	49	2
2	528	582	54
3	1283	1392	109
4	450	467	17
5	5	5	0

DISTRIBUTION OF ACCEPTED REVENUE

STAR ACTUAL SIMULATION CHAN	<u>GE</u>
1 \$867 \$942.2	\$76
2 \$14,584 \$16,293.23	1,709
3 \$41,406 \$45,589.28	4,184
4 \$17,856 \$19,254.85	1,399
5 \$332 \$332	\$0

DISTRIBUTION OF ACCEPTED MARGIN AMOUNT

STAR	ACTUAL	SIMULATION	CHANGE
1	(\$52.50)	-\$69.20	(\$16.70)
2	\$154.24	-\$93.23	(\$247.47)
3	\$952.39	\$453.72	(\$498.67)
4	\$416.10	\$426.15	\$10.05
5	(\$32.00)	-\$32.00	\$0

TOTAL OFFERS TOTAL OFFERED ROOMS TOTAL OFFERED RM NIGHTS TOTAL OFFERED REVENUE 4,406 4,995 10,373 640,537

FIG. 21

BOOKED AT 1 STAR HOTELS

ACCEPTED OFFERS
ACCEPTED ROOMS
ACCEPTED ROOM NIGHTS
ACCEPTED REVENUE
MARGIN \$ (CONTRIBUTION)
MARGIN %
ROOMS REQUESTED PER OFFER
AVG. LENGTH OF STAY PER ROOM
ROOM NIGHTS PER OFFER SOLD
AVG. REVENUE / NIGHT
AVG. MARGIN / NIGHT

<u>ACTUAL</u>	<u>SIMULATION</u>	<u>CHANGE</u>
18	19	1
19	21	2
47	49	2
\$866.50	\$942	\$76
(\$52.50)	(\$69.20)	(\$16.70)
-6.06%	-7.34%	-1.29%
1.06	1.11	0.05
2.47	2.33	0.14
2.61	2.58	0.03
\$18.44	\$19.23	\$0.79
(\$1,12)	(\$1.41)	(\$0.30)

BOOKED AT 2 STAR HOTELS

ACCEPTED OFFERS
ACCEPTED ROOMS
ACCEPTED ROOM NIGHTS
ACCEPTED REVENUE
MARGIN \$ (CONTRIBUTION)
MARGIN %
ROOMS REQUESTED PER OFFER
AVG. LENGTH OF STAY PER ROOM
ROOM NIGHTS PER OFFER SOLD
AVG. REVENUE / NIGHT
AVG. MARGIN / NIGHT

<u>ACTUAL</u>	<u>SIMULATION</u>	<u>CHANGE</u>
267	286	19
288	311	23
528	582	54
\$14,583.76	\$16,293	\$1,709
\$154.24	(\$93.92)	(\$247.47)
1.06%	-0.57%	-1.63%
1.08	1.09	0.01
1.83	1.87	0.04
1.98	2.03	0.05
\$27.62	\$28.00	\$0.37
\$0.29	(\$0.16)	(\$0.45)

BOOKED AT 3 STAR HOTELS

ACCEPTED OFFERS
ACCEPTED ROOMS
ACCEPTED ROOM NIGHTS
ACCEPTED REVENUE
MARGIN \$ (CONTRIBUTION)
MARGIN %
ROOMS REQUESTED PER OFFER
AVG. LENGTH OF STAY PER ROOM
ROOM NIGHTS PER OFFER SOLD
AVG. REVENUE / NIGHT
AVG. MARGIN / NIGHT

<u>ACTUAL</u>	<u>SIMULATION</u>	<u>CHANGE</u>
611	646	35
675	719	44
1,283	1,392	109
\$41,405.61	\$45.589	\$4,184
\$952.39	\$453.72	(\$498.67)
2.30%	1.00%	-1.30%
1.10	1.11	0.01
1.90	1.94	0.04
2.10	2.15	0.05
\$32.27	\$32.75	\$0.48
\$0.74	\$0.33	(\$0.42)

FIG. 21 (CONT.)

BOOKED AT 4 STAR HOTELS

ACCEPTED OFFERS
ACCEPTED ROOMS
ACCEPTED ROOM NIGHTS
ACCEPTED REVENUE
MARGIN \$ (CONTRIBUTION)
MARGIN %
ROOMS REQUESTED PER OFFER
AVG. LENGTH OF STAY PER ROOM
ROOM NIGHTS PER OFFER SOLD
AVG. REVENUE / NIGHT
AVG. MARGIN / NIGHT

<u>ACTUAL</u>	SIMULATION	<u>CHANGE</u>
206	209	3
223	229	6
450	467	17
\$17,855.90	\$19,255	\$1,399
\$416.10	\$426.15	\$10.05
2.33%	2.21%	-0.12%
1.08	1.10	0.01
2.02	2.04	0.02
2.18	2.23	0.05
\$39.68	\$41.23	\$1.55
\$0.92	\$0.91	(\$0.01)

BOOKED AT 5 STAR HOTELS

ACCEPTED OFFERS
ACCEPTED ROOMS
ACCEPTED ROOM NIGHTS
ACCEPTED REVENUE
MARGIN \$ (CONTRIBUTION)
MARGIN %
ROOMS REQUESTED PER OFFER
AVG. LENGTH OF STAY PER ROOM
ROOM NIGHTS PER OFFER SOLD
AVG. REVENUE / NIGHT
AVG. MARGIN / NIGHT

<u>ACTUAL</u>	<u>SIMULATION</u>	<u>CHANGE</u>
3	3	0
3	3	0
5	5	0
\$332.00	\$332.00	\$0
(\$32.00)	(\$32,00)	\$0
-9.64%	-9.64%	0.00%
1.00	1.00	0.00
1.67	1.67	0.00
1.67	1.67	0.00
\$66.40	\$66.40	\$0.00
\$6.40	\$6.40	\$0.00

FIG. 21 (CONT.)



TOTAL OFFERS

TOTAL OFFERED ROOMS

TOTAL OFFERED RM NIGHTS

TOTAL OFFERED REVENUE

DISTRIBUTION OF ACCEPTED OFFERS

STAR	<u>ACTUAL</u>	SIMULATION	<u>CHANGE</u>
1	116	112	4
2	402	469	67
3	423	413	-10
4	161	166	5
5	3	3	0

DISTRIBUTION OF ACCEPTED ROOMS

STAR	<u>ACTUAL</u>	SIMULATION	<u>CHANGE</u>
1	130	131	1
2	436	510	74
3	465	457	-8
4	174	182	8
5	3	3	0

DISTRIBUTION OF ACCEPTED ROOM NIGHTS

<u>STAR</u>	<u>ACTUAL</u>	SIMULATION	<u>CHANGE</u>
1	262	267	5
2	853	1009	156
3	832	836	4
4	361	378	17
5	5	5	0

DISTRIBUTION OF ACCEPTED REVENUE

<u>STAR</u>	<u>ACTUAL</u>	SIMULATION	<u>CHANGE</u>
1	\$6,420	\$6,360.49	\$121
2	\$23,563	\$29,129.41	\$5,586
3	\$29,837	\$30,058.53	\$221
4	\$15,092	\$16,531.90	\$1,440
5	\$332	\$332	\$0

DISTRIBUTION OF ACCEPTED MARGIN AMOUNT

	SIAR	A
4,406	1	
4,995	2	
10,373	3	
	4	
640,537	5	

CHANGE <u>ACTUAL</u> **SIMULATION** (\$385.69) -\$371.49 \$14.20 \$834.13 -\$205.14 (\$1,039.27) \$556.69 \$849.97 \$293.28) \$456.10 \$444.10 (\$21.00) (\$32.00) -\$32.00

FIG. 22



REQUESTING 1 STAR HOTELS	<u>ACTUAL</u>	SIMULATION	<u>CHANGE</u>
ACCEPTED OFFERS	116	112	-4
BIND RATE	14%	14%	0%
ACCEPTED ROOMS	130	131	1
ACCEPTED ROOM NIGHTS	262	267	5
ACCEPTED REVENUE	\$6,239.69	\$6,360	\$121
MARGIN \$ (CONTRIBUTION)	(\$385.69)	(\$371.49)	\$14.20
MARGIN %	-6.18%	-5.84%	0.34%
ROOMS REQUESTED PER OFFER	1.12	1.17	0.05
AVG. LENGTH OF STAY / ROOM	2.02	2.04	0.02
ROOM NIGHTS PER OFFER SOLD	226	2.38	0.13
AVG. REVENUE / NIGHT	\$23.82	\$23.82	\$0.01
AVG. MARGIN / NIGHT	(\$1.47)	(\$1.39)	\$0.08
AVG BOOKED STAR RATING	2.4	2.3	-0.1

REQUESTING 2 STAR HUTELS	<u>ACTUAL</u>	<u>SIMULATION</u>	<u>CHANGE</u>
ACCEPTED OFFERS	402	469	67
BIND RATE	23%	27%	4%
ACCEPTED ROOMS	436	510	74
ACCEPTED ROOM NIGHTS	853	1009	156
ACCEPTED REVENUE	\$23,542.87	\$29,129	\$5,586
MARGIN \$ (CONTRIBUTION)	\$834.13	(\$205.14)	(\$1,039.27)
MARGIN %	3.54%	-0.70%	-4.25%
ROOMS REQUESTED PER OFFER	1.08	1.09	0.00
AVG. LENGTH OF STAY / ROOM	1.96	1.98	0.02
ROOM NIGHTS PER OFFER SOLD	2.12	2.15	0.03
AVG. REVENUE / NIGHT	\$27.60	\$28.87	\$1.27
AVG. MARGIN / NIGHT	\$0.98	(\$0.20)	(\$1.18)
AVG BOOKED STAR RATING	2.5	3.0	0.4

REQUESTING 3 STAR HOTELS	<u>ACTUAL</u>	SIMULATION	<u>CHANGE</u>
ACCEPTED OFFERS	423	413	-10
BIND RATE	37%	36%	-0.01%
ACCEPTED ROOMS	465	457	-8
ACCEPTED ROOM NIGHTS	832	836	17
ACCEPTED REVENUE	\$29,837.31	\$30,058	\$1,440
MARGIN \$ (CONTRIBUTION)	\$556.69	\$849.97	(\$21.00)
MARGIN %	1.87%	2.83%	-0.40%
ROOMS REQUESTED PER OFFER	1.10	1.11	0.02
AVG. LENGTH OF STAY / ROOM	1.79	1.83	0.00
ROOM NIGHTS PER OFFER SOLD	1.97	2.02	0.03
AVG. REVENUE / NIGHT	\$35.86	\$35.98	\$1.93
AVG. MARGIN / NIGHT	\$0.67	\$1.02	(\$0.11)
AVG BOOKED STAR RATING	3.0	2.9	0.1

FIG. 22 (CONT.)

REQUESTING 4 STAR HOTELS	<u>ACTUAL</u>	SIMULATION	CHANGE
ACCEPTED OFFERS	161	166	5
BIND RATE	24%	25%	1%
ACCEPTED ROOMS	174	182	8
ACCEPTED ROOM NIGHTS	361	378	17
ACCEPTED REVENUE	\$15,091.90	\$16,532	\$1,440
MARGIN \$ (CONTRIBUTION)	\$465.10	\$441.10	(\$21.00)
MARGIN %	3.08%	2.69%	-0.40%
ROOMS REQUESTED PER OFFER	1.08	1.10	0.02
AVG. LENGTH OF STAY / ROOM	2.07	2.08	0.00
ROOM NIGHTS PER OFFER SOLD	2.24	2.28	0.03
AVG. REVENUE / NIGHT	\$41.81	\$43.74	\$1.93
AVG. MARGIN / NIGHT	\$1.29	\$1.17	(\$0.11)
AVG BOOKED STAR RATING	4.0	4.1	0.1

REQUESTING 5 STAR HOTELS
ACCEPTED OFFERS
BIND RATE
ACCEPTED ROOMS
ACCEPTED ROOM NIGHTS
ACCEPTED REVENUE
MARGIN \$ (CONTRIBUTION)
MARGIN %
ROOMS REQUESTED PER OFFER
AVG. LENGTH OF STAY / ROOM
ROOM NIGHTS PER OFFER SOLD
AVG. REVENUE / NIGHT
AVG. MARGIN / NIGHT
AVG BOOKED STAR RATING

<u>ACTUAL</u>	SIMULATION	<u>CHANGE</u>
3	3	0
16%	16%	0%
3	3	0
5	5	0
\$332	\$332	\$0
(\$32.00)	(\$32.00)	\$0
-9.64%	-9.64%	0.00%
1.00	1.00	0.00
1.67	1.67	0.00
1.67	1.67	0.00
\$66.40	\$66.40	\$0.00
(\$6.40)	(\$6.40)	\$0.00
5.0	5.0	0.0

FIG. 22 (CONT.)

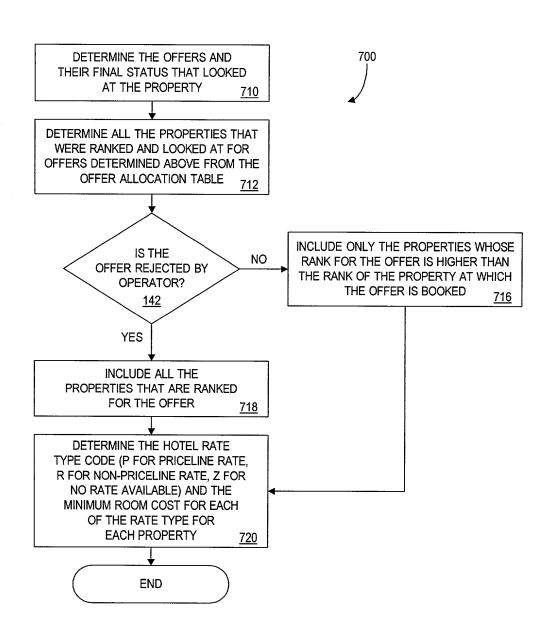


FIG. 23

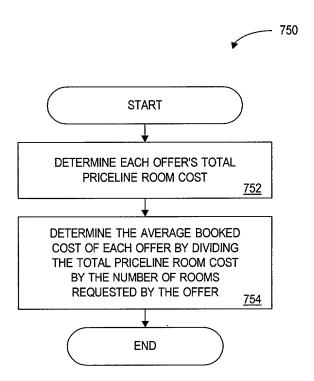


FIG. 24

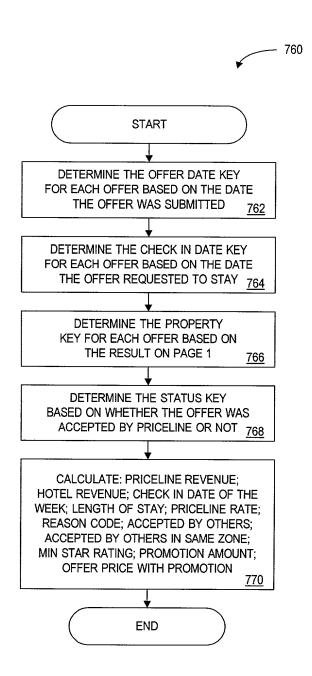


FIG. 25

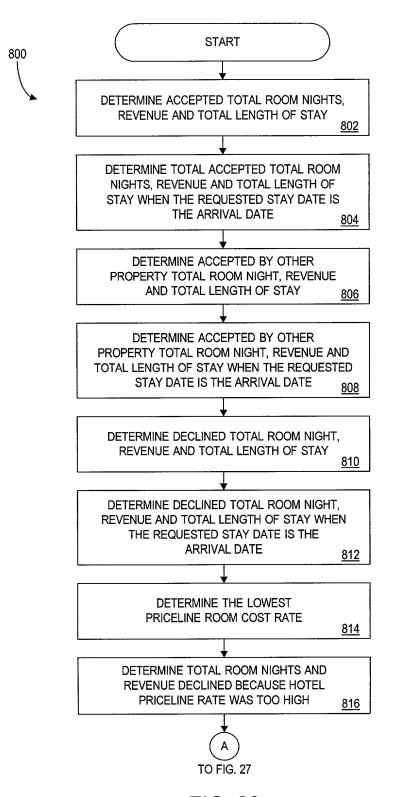


FIG. 26

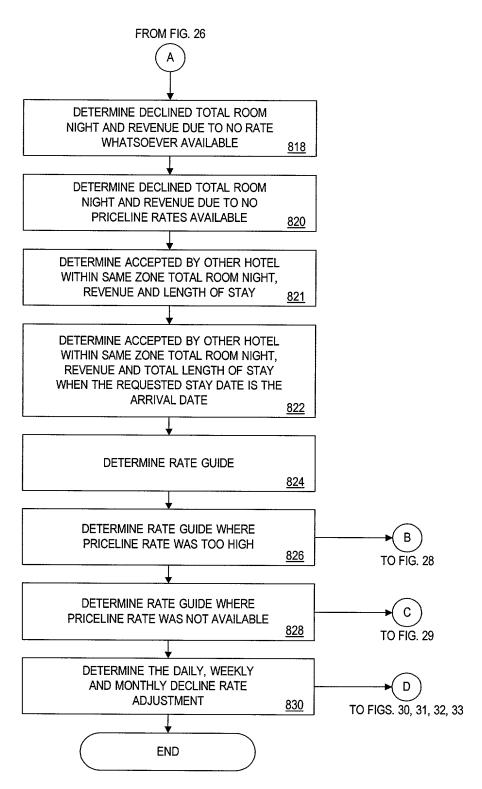
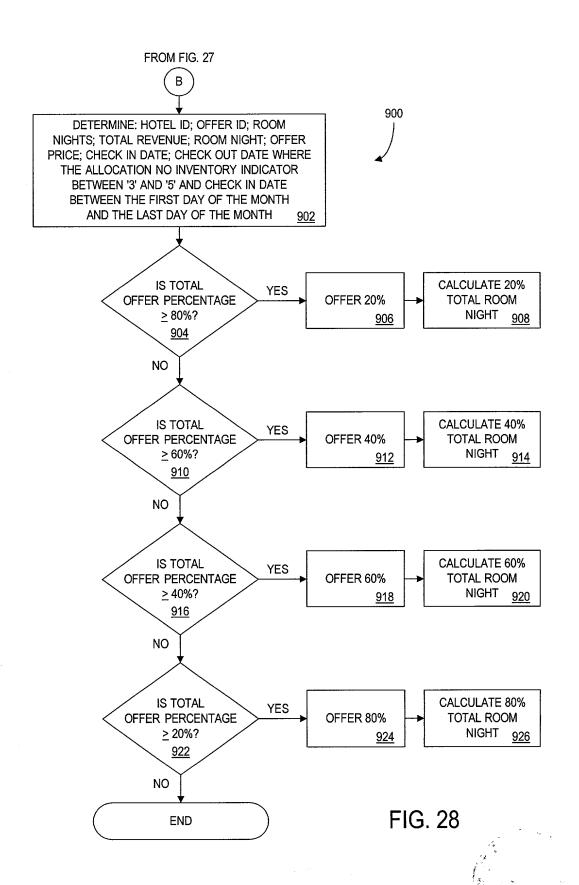
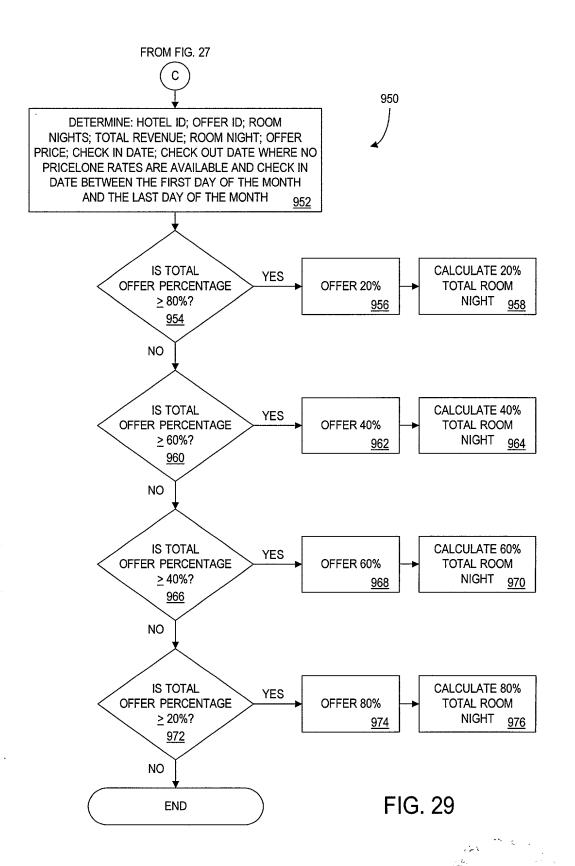
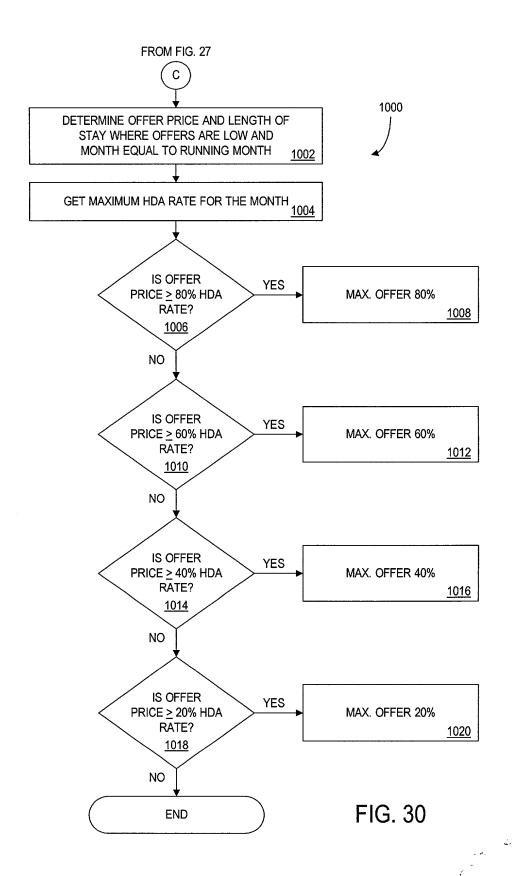
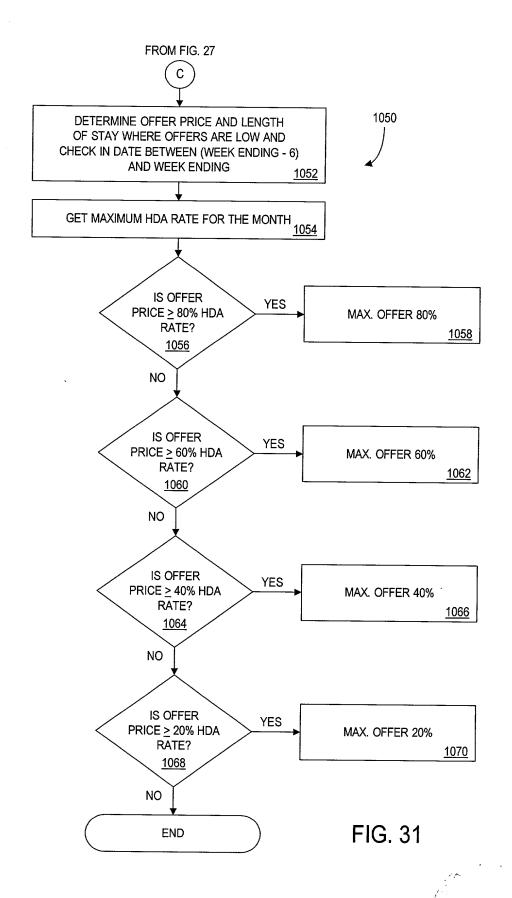


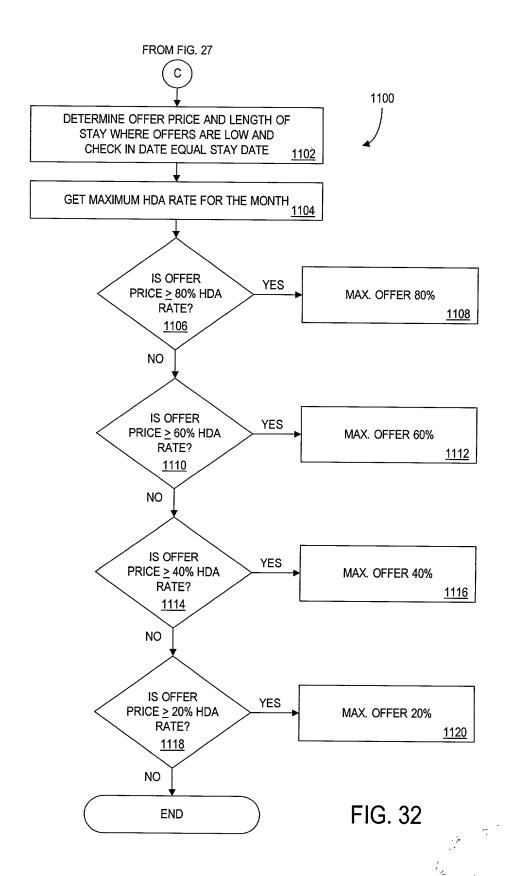
FIG. 27

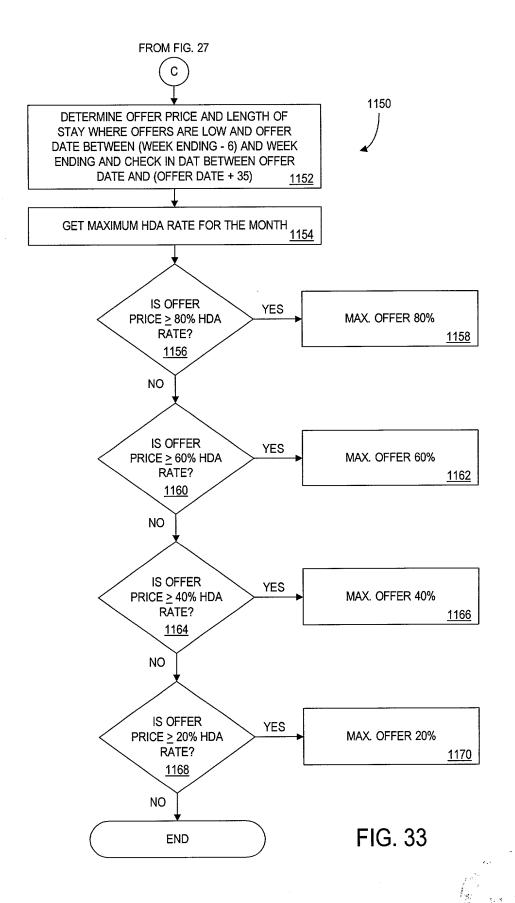












RESERVATION REQUESTS ACCEPTED YESTERDAY

DAY OF WEEK	TOTAL ROOM NIGHTS	AVERAGE OVERALL LOS	TOTAL ARRIVAL ROOM NIGHTS	TOTAL ARRIVAL LOS	AVERAGE RATE	TOTAL REVENUE
MONDAY	4	1.3	3	1	\$90	\$360
TUESDAY						,
WEDNESDAY						
THURSDAY	1	3	1	3	\$119	\$119
FRIDAY	2	2.5	1	2	\$100	\$199
SATURDAY	2	2.5			\$100	\$199
SUNDAY	1	2	1	2	\$90	\$90
TOTAL	10	2.3	6	2	\$100	\$967

DETAILS

LAST NAME	FIRST NAME	CHECK IN DOW	CHECK IN DATE	LOS	PRICELINE RATE
JOHNSON	EVE	SUNDAY	10/03/99	2	\$90
DUNLAP	DAN	MONDAY	10/04/99	1	\$90
FREDRICKS	JOHN	MONDAY	10/04/99	1	\$90
SMITH	MICHAEL	MONDAY	10/04/99	1	\$90
JONES	VICKI	FRIDAY	11/05/99	2	\$80
THOMAS	ROGER	THURSDAY	11/11/99	3	\$119

FIG. 34

1200 (CONT.)

RESERVATION REQUESTS DECLINED YESTERDAY

DAY OF WEEK	TOTAL ROOM NIGHTS	AVERAGE OVERALL LOS	TOTAL ARRIVAL ROOM NIGHTS	TOTAL ARRIVAL LOS	AVERAGE RATE	TOTAL REVENUE
MONDAY	8	5.6	1	2	\$87	\$695
TUESDAY	17	3.2	9	1.1	\$108	\$1,830
WEDNESDAY	39	3.2	32	2.5	\$132	\$5,155
THURSDAY	45	3.4	23	2.3	\$135	\$6,091
FRIDAY	86	2.7	48	1.9	\$118	\$10,171
SATURDAY	112	2.4	47	1.6	\$118	\$13,263
SUNDAY	26	4	10	2.2	\$89	\$2,307
TOTAL	333	3.5	170	1.9	\$112	\$39,512

DETAILS BY REQUESTED STAY DATE

	09/28/99	09/29/99	09/30/99	10/01/99	10/02/99	10/03/99	10/04/99
	TUES.	WED.	THUR.	FRI.	SAT.	SUN.	MON.
TOTAL RN	-	23	19	35	54	11	4
AVERAGE LOS	-	2.3	2.8	2.5	1.9	2.6	3.5
AVERAGE RATE	-	\$162	\$185	\$149	\$142	\$111	\$119

FIG. 34 (CONT.)



DAILY DEMAND REPORT

DECLINED DUE TO TUES. WED. THUR. FRI. SAT. SUN. MON.			DAILY DEN	MAND REPO	<u>iri</u>			
HIGH PRICELINE RATE - - - - - - 6 4 CLOSED GDS - 14 19 27 34 2 - NO PRICELINE RATE - 9 - 8 20 3 - TUES. WED. THUR. FRI. SAT. SUN. MON. TOTAL RN 10 5 3 21 27 8 1 AVERAGE LOS 2 3 4 2 1.9 2.1 4 DECL. (HIGH PCLN RATE 6 4 1 - - 4 1 DECL. (NO PCLN RATE - - 10 11 2 - DECL. (NO PCLN RATE 10/12/99 10/13/99 10/14/99 10/15/99 10/17/99 10/18/99 TUES. WED. THUR. FRI. SAT. SUN. MON. TOTAL RN 4 3 6 10 13 1 - AVERAGE LOS 2 3.7 3 2.6 2.1 5 - AVERAGE RATE \$111 \$90 \$106 \$99 \$89 \$70 - DECL. (HIGH PCLN RATE) 2 2 - - - - DECL. (HIGH PCLN RATE \$111 \$90 \$106 \$99 \$89 \$70 - DECL. (HIGH PCLN RATE 2 2 - - - - - DECL. (HIGH PCLN RATE 2 2 - - - - - DECL. (HIGH PCLN RATE 2 2 - - - - - - DECL. (HIGH PCLN RATE 2 2 - - - - - - DECL. (HIGH PCLN RATE 2 2 - - - - - - DECL. (HIGH PCLN RATE 2 2 - - - - - - - DECL. (HIGH PCLN RATE 2 2 - - - - - - - DECL. (HIGH PCLN RATE 2 2 - - - - - - - DECL. (HIGH PCLN RATE 2 2 - - - - - - - DECL. (HIGH PCLN RATE 2 2 - - - - - - - -		09/28/99	09/29/99	09/30/99	10/01/99	10/02/99	10/03/99	10/04/99
CLOSED GDS - 14 19 27 34 2 - NO PRICELINE RATE - 9 - 8 20 3 - NO PRICELINE RATE - 9 - 8 20 3 - NO PRICELINE RATE 10/05/99 10/06/99 10/07/99 10/08/99 10/10/99 10/11/99 10/11/99 TOTAL RATE 10 5 3 21 27 8 1 AVERAGE LOS 2 3 4 2 1.9 2.1 4 AVERAGE RATE \$124 \$103 \$107 \$97 \$104 \$91 \$75 DECL. (HIGH PCLN RATE) 6 4 1 - - 4 1 DECL. (NO PCLN RATE) - 1 2 11 16 2 - TUES. WED. THUR. FRI. SAT. SUN. MON. TOTAL RN 4 3 6 10 <	DECLINED DUE TO	TUES.	WED.	THUR.	FRI.	SAT.	SUN.	MON.
NO PRICELINE RATE - 9 - 8 20 3 - 10/05/99 10/06/99 10/07/99 10/08/99 10/09/99 10/10/99 10/11/99 TUES. WED. THUR. FRI. SAT. SUN. MON. TOTAL RN 10 5 3 21 27 8 1 AVERAGE LOS 2 3 4 2 1.9 2.1 4 AVERAGE RATE \$124 \$103 \$107 \$97 \$104 \$91 \$75 DECL. (HIGH PCLN RATE) 6 4 1 - - 4 1 DECL. (NO PCLN RATE) - 1 2 11 16 2 - DECL. (NO PCLN RATE) - - 10/14/99 10/15/99 10/16/99 10/17/99 10/18/99 TUES. WED. THUR. FRI. SAT. SUN. MON. TOTAL RN 4 3 6 10 13 <td>HIGH PRICELINE RATE</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>6</td> <td>4</td>	HIGH PRICELINE RATE	-	-	-	-	-	6	4
10/05/99 10/06/99 10/07/99 10/08/99 10/09/99 10/10/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99 10/11/99	CLOSED GDS	-	14	19	27	34	2	-
TUES. WED. THUR. FRI. SAT. SUN. MON. TOTAL RN 10 5 3 21 27 8 1 AVERAGE LOS 2 3 4 2 1.9 2.1 4 AVERAGE RATE \$124 \$103 \$107 \$97 \$104 \$91 \$75 DECL. (HIGH PCLN RATE) 6 4 1 4 1 DECL. (CLOSED GDS) - 1 2 11 16 2 - DECL. (NO PCLN RATE) 10 11 2 - DECL. (NO PCLN RATE) 7 10/13/99 10/15/99 10/16/99 10/17/99 10/18/99 TUES. WED. THUR. FRI. SAT. SUN. MON. TOTAL RN 4 3 6 10 13 1 - AVERAGE LOS 2 3.7 3 2.6 2.1 5 - AVERAGE RATE \$111 \$90 \$106 \$99 \$89 \$70 - DECL. (HIGH PCLN RATE) 2 2 DECL. (HIGH PCLN RATE) 2 DECL. (HIGH PCLN RATE) 2	NO PRICELINE RATE	-	9	-	8	20	3	-
TOTAL RN 10 5 3 21 27 8 1 AVERAGE LOS 2 3 4 2 1.9 2.1 4 AVERAGE RATE \$124 \$103 \$107 \$97 \$104 \$91 \$75 DECL. (HIGH PCLN RATE) 6 4 1 4 1 DECL. (CLOSED GDS) - 1 2 11 16 2 - DECL. (NO PCLN RATE) 10 11 2 - TUES. WED. THUR. FRI. SAT. SUN. MON. TOTAL RN 4 3 6 10 13 1 - AVERAGE LOS 2 3.7 3 2.6 2.1 5 - AVERAGE RATE \$111 \$90 \$106 \$99 \$89 \$70 - DECL. (HIGH PCLN RATE) 2 2 DECL. (CLOSED GDS) 3 4 4		10/05/99	10/06/99	10/07/99	10/08/99	10/09/99	10/10/99	10/11/99
AVERAGE LOS 2 3 4 2 1.9 2.1 4 AVERAGE RATE \$124 \$103 \$107 \$97 \$104 \$91 \$75 DECL. (HIGH PCLN RATE) 6 4 1 4 1 DECL. (CLOSED GDS) - 1 2 11 16 2 - DECL. (NO PCLN RATE) 10 11 2 - TUES. WED. THUR. FRI. SAT. SUN. MON. TOTAL RN 4 3 6 10 13 1 - AVERAGE LOS 2 3.7 3 2.6 2.1 5 - AVERAGE RATE \$111 \$90 \$106 \$99 \$89 \$70 - DECL. (HIGH PCLN RATE) 2 2 DECL. (CLOSED GDS) 3 4 4		TUES.	WED.	THUR.	FRI.	SAT.	SUN.	MON.
AVERAGE RATE \$124 \$103 \$107 \$97 \$104 \$91 \$75 DECL. (HIGH PCLN RATE) 6 4 1 4 1 DECL. (CLOSED GDS) - 1 2 11 16 2 - DECL. (NO PCLN RATE) 10 11 2 - TUES. WED. THUR. FRI. SAT. SUN. MON. TOTAL RN 4 3 6 10 13 1 - AVERAGE LOS 2 3.7 3 2.6 2.1 5 - AVERAGE RATE \$111 \$90 \$106 \$99 \$89 \$70 - DECL. (HIGH PCLN RATE) 2 2 DECL. (HIGH PCLN RATE) 2 2 DECL. (CLOSED GDS) 3 4 4 4	TOTAL RN	10	5	3	21	27	8	1
DECL. (HIGH PCLN RATE) 6 4 1 - - 4 1 DECL. (CLOSED GDS) - 1 2 11 16 2 - DECL. (NO PCLN RATE) - - - - 10 11 2 - TUES. WED. THUR. FRI. SAT. SUN. MON. TOTAL RN 4 3 6 10 13 1 - AVERAGE LOS 2 3.7 3 2.6 2.1 5 - AVERAGE RATE \$111 \$90 \$106 \$99 \$89 \$70 - DECL. (HIGH PCLN RATE) 2 2 - - - - - DECL. (CLOSED GDS) - - 3 4 4 - -	AVERAGE LOS	2	3	4	2	1.9	2.1	4
DECL. (CLOSED GDS) - 1 2 11 16 2 - DECL. (NO PCLN RATE) - - - - 10 11 2 - LANGE ALL (NO PCLN RATE) - - - 10 11 2 - LANGE ALL (NO PCLN RATE) 10/12/99 10/13/99 10/15/99 10/16/99 10/17/99 10/18/99 LANGE ALL (NO PCLN RATE) 4 3 6 10 13 1 - AVERAGE LOS 2 3.7 3 2.6 2.1 5 - AVERAGE RATE \$111 \$90 \$106 \$99 \$89 \$70 - DECL. (HIGH PCLN RATE) 2 2 - - - - - DECL. (CLOSED GDS) - - 3 4 4 - -	AVERAGE RATE	\$124	\$103	\$107	\$97	\$104	\$91	\$75
DECL. (NO PCLN RATE) - - - 10 11 2 - 10/12/99 10/13/99 10/14/99 10/15/99 10/16/99 10/17/99 10/18/99 TUES. WED. THUR. FRI. SAT. SUN. MON. TOTAL RN 4 3 6 10 13 1 - AVERAGE LOS 2 3.7 3 2.6 2.1 5 - AVERAGE RATE \$111 \$90 \$106 \$99 \$89 \$70 - DECL. (HIGH PCLN RATE) 2 2 - - - - - DECL. (CLOSED GDS) - - 3 4 4 - -	DECL. (HIGH PCLN RATE)	6	4	1	-	-	4	1
TOTAL RN 4 3 6 10 13 1 - AVERAGE LOS 2 3.7 3 2.6 2.1 5 - DECL. (HIGH PCLN RATE) 2 2 - - - - - DECL. (CLOSED GDS) - - 3 4 4 - -	DECL. (CLOSED GDS)	-	1	2	11	16	2	-
TUES. WED. THUR. FRI. SAT. SUN. MON. TOTAL RN 4 3 6 10 13 1 - AVERAGE LOS 2 3.7 3 2.6 2.1 5 - AVERAGE RATE \$111 \$90 \$106 \$99 \$89 \$70 - DECL. (HIGH PCLN RATE) 2 2 DECL. (CLOSED GDS) 3 4 4 4	DECL. (NO PCLN RATE)	-	-	•	10	11	2	-
TOTAL RN 4 3 6 10 13 1 - AVERAGE LOS 2 3.7 3 2.6 2.1 5 - AVERAGE RATE \$111 \$90 \$106 \$99 \$89 \$70 - DECL. (HIGH PCLN RATE) 2 2 DECL. (CLOSED GDS) 3 4 4		10/12/99	10/13/99	10/14/99	10/15/99	10/16/99	10/17/99	10/18/99
AVERAGE LOS 2 3.7 3 2.6 2.1 5 - AVERAGE RATE \$111 \$90 \$106 \$99 \$89 \$70 - DECL. (HIGH PCLN RATE) 2 2 DECL. (CLOSED GDS) - 3 4 4		TUES.	WED.	THUR.	FRI.	SAT.	SUN.	MON.
AVERAGE RATE \$111 \$90 \$106 \$99 \$89 \$70 - DECL. (HIGH PCLN RATE) 2 2 DECL. (CLOSED GDS) - 3 4 4	TOTAL RN	4	3	6	10	13	1	-
DECL. (HIGH PCLN RATE) 2 2 - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - -	AVERAGE LOS	2	3.7	3	2.6	2.1	5	-
DECL. (CLOSED GDS) 3 4 4	AVERAGE RATE	\$111	\$90	\$106	\$99	\$89	\$70	-
	DECL. (HIGH PCLN RATE)	2	2	-	_	-	_	-
DECL. (NO PCLN RATE) - 1 3 6 9 1 -	DECL. (CLOSED GDS)	-	-	3	4	4	-	-
	DECL. (NO PCLN RATE)	-	1	3	6	9	1	-

FIG. 35

		1					
	10/19/99	10/20/99	10/21/99	10/22/99	10/23/99	10/24/99	10/25/99
	TUES.	WED.	THUR.	FRI.	SAT.	SUN.	MON.
TOTAL RN	-	3	10	11	12	3	3
AVERAGE LOS	-	4	2.9	2.8	4.3	9	9
AVERAGE RATE	-	\$120	\$113	\$110	\$97	\$48	\$48
DECL. (HIGH PCLN RATE)	-	3	9	10	11	3	3
DECL. (CLOSED GDS)	-	-	<u>.</u>	-	-	-	-
DECL. (NO PCLN RATE)	•	-	_	-	-	-	-
	10/26/99	10/27/99	10/28/99	10/29/99	10/30/99	10/31/99	11/01/99
	TUES.	WED.	THUR.	FRI.	SAT.	SUN.	MON.
TOTAL RN	3	3	3	3	3	3	-
AVERAGE LOS	9	9	9	9	9	9	-
AVERAGE RATE	\$48	\$48	\$48	\$48	\$48	\$48	_
DECL. (HIGH PCLN RATE)	3	3	3	3	3	3	-
DECL. (CLOSED GDS)	-	-	-	-	-	-	-
DECL. (NO PCLN RATE)	-	-	-	-	•	-	-

FIG. 35 (CONT.)

DAILY DEMAND REPORT

				WAITE ALL OILL			
CHECK IN DATE	CHECK IN DOW	LOS	YOUR PL RATE	LOST REVENUE	OFFER PRICE	REASON	BOOKED BY OTHERS
09/29/99	WED.	3	-	\$435	\$145	NP	N
09/29/99	WED.	1	\$315	\$125	\$125	NP	N
09/29/99	WED.	4	-	\$1,120	\$280	NR	N
09/29/99	WED.	4	-	\$1,120	\$280	NR	N
09/29/99	WED.	5	-	\$700	\$140	NR	N
09/29/99	WED.	4	-	\$1,120	\$280	NR	N
09/29/99	WED.	1	\$315	\$125	\$125	NP	N
09/29/99	WED.	1	\$315	\$135	\$135	NP	N
09/29/99	WED.	1	\$315	\$85	\$85	NP	N
09/29/99	WED.	1	\$315	\$195	\$195	NP	N
09/29/99	WED.	3	-	\$450	\$150	NR	N
09/29/99	WED.	1	\$315	\$135	\$135	NP	N
09/29/99	WED.	2	-	\$300	\$150	NR	N
09/29/99	WED.	1	\$315	\$130	\$130	NP	N
09/29/99	WED.	1	-	\$175	\$175	NR	N
09/29/99	WED.	4	-	\$1,020	\$255	NR	N
09/29/99	WED.	4	-	\$1,020	\$255	NR	N
09/29/99	WED.	4	-	\$1,020	\$255	NR	N
09/29/99	WED.	3	-	\$435	\$145	NR	N
09/29/99	WED.	1	-	\$60	\$60	NR	N
09/29/99	WED.	1	\$315	\$85	\$85	NP	N
09/29/99	WED.	1	-	\$70	\$70	NR	N
09/29/99	WED.	1	\$315	\$76	\$76	NP	N
09/30/99	THURS.	3	-	\$420	\$140	NR	N
09/30/99	THURS.	3	-	\$270	\$90	NR	N
C C				C		0	
)	c)	Č		Ö	

FIG. 36

CHECK IN DATE	CHECK IN DOW	LOS	YOUR PL RATE	LOST REVENUE	OFFER PRICE	REASON	BOOKED BY OTHERS
((())	(
09/30/99	THURS.	1	-	\$110	\$110	NR	N
09/30/99	THURS.	1	-	\$225	\$225	NR	N
09/30/99	THURS.	3	-	\$300	\$100	NR	N
09/30/99	THURS.	1	-	\$230	\$230	NR	N
09/30/99	THURS.	1	-	\$145	\$145	NR	N
09/30/99	THURS.	1	-	\$149	\$149	NR	N
10/01/99	FRI.	2	-	\$150	\$75	NR	N
10/01/99	FRI.	2	-	\$300	\$150	NR	N
10/01/99	FRI.	2	-	\$300	\$150	NR	N
10/01/99	FRI.	2	\$259	\$200	\$100	NP	N
10/01/99	FRI.	2	-	\$400	\$200	NR	N
10/01/99	FRI.	2	-	\$190	\$95	NR	N
10/01/99	FRI.	2	-	\$190	\$95	NR	N
10/01/99	FRI.	2	-	\$178	\$89	NR	N
10/01/99	FRI.	2	\$259	\$210	\$105	NP	N
10/01/99	FRI.	3	\$259	\$300	\$100	NP	N
10/01/99	FRI.	2	-	\$140	\$70	NR	N
10/01/99	FRI.	2	-	\$160	\$80	NR	N
10/01/99	FRI.	2	\$259	\$500	\$250	NP	N
10/01/99	FRI.	2	\$259	\$300	\$150	NP	N
10/01/99	FRI.	2	-	\$520	\$260	NR	Υ
10/01/99	FRI.	1	\$259	\$120	\$120	NP	N
10/01/99	FRI.	2	-	\$200	\$100	NR	Υ
10/01/99	FRI.	1	-	\$50	\$50	NR	N
10/01/99	FRI.	1	-	\$50	\$50	NR	N
))	(C		(
	5		5				

FIG. 36 (CONT.)

CHECK IN DATE	CHECK IN DOW	LOS	YOUR PL RATE	LOST REVENUE	OFFER PRICE	REASON	BOOKED BY OTHERS
C		(((
10/16/99	SAT.	1	\$315	\$40	\$40	NP	N
10/20/99	WED.	4	\$250	\$440	\$110	Н	N
10/20/99	WED.	4	\$250	\$580	\$145	HI	N
10/20/99	WED.	4	\$250	\$416	\$104	HI	N
10/21/99	THURS.	2	\$179	\$300	\$150	HI	Υ
10/21/99	THURS.	2	\$179	\$200	\$100	HI	N
10/21/99	THURS.	3	\$179	\$375	\$125	HI	N
10/21/99	THURS.	2	\$179	\$160	\$80	HI	N
10/21/99	THURS.	3	\$179	\$345	\$115	HI	N
10/21/99	THURS.	3	\$179	\$375	\$125	HI	N
10/21/99	THURS.	2	\$179	\$150	\$75	HI	N
10/22/99	FRI.	2	\$179	\$160	\$80	HI	N
10/23/99	SAT.	1	\$179	\$160	\$160	HI	N
10/23/99	SAT.	9	\$250	\$450	\$50	Hi	N
10/23/99	SAT.	1	\$179	\$60	\$60	HI	N
10/23/99	SAT.	9	\$250	\$360	\$40	HI	N
10/23/99	SAT.	9	\$250	\$495	\$55	HI	N
11/04/99	THURS.	3	\$80	\$150 °	\$50	HI	N
11/11/99	THURS.	3	\$119	\$450	\$150	HI	N
11/13/99	SAT.	1	\$119	\$100	\$100	HI	N
11/24/99	WED.	3	\$90	\$225	\$75	HI	N
11/24/99	WED.	3	\$90	\$180	\$60	HI	N
12/31/99	FRI.	1	-	\$100	\$100	NR	N
12/31/99	FRI.	1	\$338	\$140	\$140	NP	N

FIG. 37

1300	WEEK	WEEKLY DEMAND REPORT	REPORT				
J	10/15/99	10/16/99	10/17/99	10/18/99	10/19/99	10/20/99	10/21/99
•	FRI.	SAT.	SUN.	MON.	TUES.	WED	THURS.
AVERAGE LOS	2.7	2.2	3.7	4.6	3.6	4.7	3.4
AVERAGE RATE	\$116	\$113	\$105	\$75	\$88	\$114	\$107
DECLINED DUE TO HIGH PL RATE	-	ı	3	4	က	1	4
DECLINED DUE TO CLOSED GDS	2	14	•	•		•	_
DECLINED DUE TO NO PL RATE	06	119	24	∞	17	13	28
YOUR PL RATE (R)	•	1	\$80	\$175	\$175	\$175	\$175
RN CAPTURED AT 90% OF R	2	7	0	0	0	0	0
RN CAPTURED AT 80% OF R	7	7	0	0	0	0	0
RN CAPTURED AT 70% OF R	35	35	42	42	42	42	42
RN CAPTURED AT 60% OF R	56	56	119	119	119	119	119

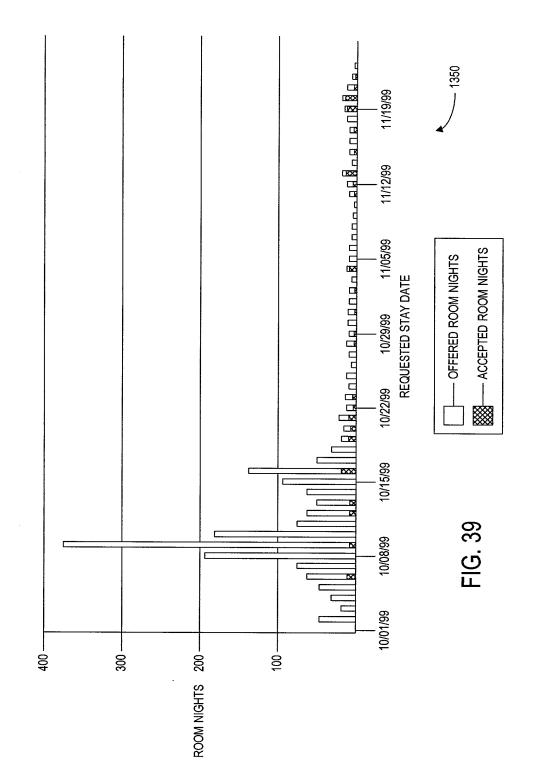
FIG. 38

	10/22/99	10/23/99	10/24/99	10/25/99	10/26/99	10/27/99	10/28/99
	FRI.	SAT.	SUN.	MON.	TUES.	WED	THURS.
TOTAL RN DECLINED	69	17	19	5	3	3	2
ARRIVAL RN DECLINED	41	22	-	1	2	•	-
RN BOOKED BY OTHERS	5	2	1	ŧ			
AVERAGE LOS	2.7	2.3	3.7	5	3.7	3.7	5
AVERAGE RATE	\$105	\$108	\$99	\$69	\$70	\$70	\$73
DECLINED DUE TO HIGH PL RATE	~	2	-	-	-	-	2
DECLINED DUE TO CLOSED GDS	-	23	1		,		_
DECLINED DUE TO NO PL RATE	86	47	18	4	2	2	1
YOUR PL RATE (R)	٠	•	\$119	\$119	\$119	\$119	\$119
RN CAPTURED AT 90% OF R	0	0	0	0	0	0	0
RN CAPTURED AT 80% OF R	0	0	0	0	0	0	0
RN CAPTURED AT 70% OF R	42	42	28	28	28	28	28
RN CAPTURED AT 60% OF R	119	119	56	56	56	26	56

FIG. 38 (CONT.)

	10/29/99	10/30/99	10/31/99	11/01/99	11/02/99	11/03/99	11/04/99
	FRI.	SAT.	SUN.	MON.	TUES.	WED	THURS.
TOTAL RN DECLINED	4	9	2	2	5	5	က
ARRIVAL RN DECLINED	2	2		2	3	•	1
RN BOOKED BY OTHERS		_	_	2	3	3	-
AVERAGE LOS	3.5	3	2	က	က	3	8
AVERAGE RATE	\$70	\$73	\$78	\$85	\$95	\$95	\$102
DECLINED DUE TO HIGH PL RATE	က	3	1	2	5	5	က
DECLINED DUE TO CLOSED GDS	•	•	ı	,	•		_
DECLINED DUE TO NO PL RATE	1	3	2	,		•	•
YOUR PL RATE (R)	\$119	\$119	1	\$175	\$175	\$175	\$175
RN CAPTURED AT 90% OF R	0	0	7	7	7	7	7
RN CAPTURED AT 80% OF R	0	0	14	14	14	14	41
RN CAPTURED AT 70% OF R	28	28	28	28	28	28	78
RN CAPTURED AT 60% OF R	99	56	49	49	49	49	49

FIG. 38 (CONT.)



•

WEEKLY BUSINESS TREND REPORT

	\bigcap	\sim						
DUE TO HIGH PL RATE	653	434	543	664	583	251	136	84
AVERAGE BOOKED PRICE	88\$	06\$	96\$	\$92	\$96	\$92	96\$	\$87
AVERAGE OFFER PRICE	69\$	\$72	\$83	\$73	\$75	\$81	\$81	\$94
SUCCESS	31.19%	33.03%	19.27%	20.38%	17.30%	20.66%	42.81%	6.74%
RN BOOKED BY OTHERS	290	289	281	477	370	182	29	96
RN BOOKED	424	294	292	289	219	193	137	47
RN OFFERED	1082	890	1515	1418	1266	934	320	269
WEEK ENDING DATE	2/27/00	3/05/00	3/12/00	3/19/00	3/26/00	4/02/00	4/09/00	4/16/00

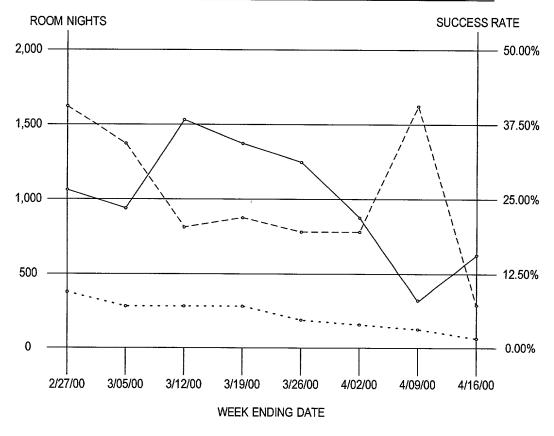
FIG. 40

WEEKLY BUSINESS TREND REPORT (CONT.)

RN AT 60% OF R	25	28	52	112	62	16	19	9
RN AT 70% OF R	7	13	9	72	36	11	14	9
RN AT 80% OF R	2	7		17	3	0	8	2
RN AT 90% OF R	2	4	1	10	0	0	3	2
YOUR PL RATE (R)	\$120	\$110	\$120	\$120	\$120	\$120	\$120	\$120
DUE TO NO PL RATE	0	119	162	359	288	125	19	308
DUE TO CLOSED GDS	9	45	511	114	177	368	29	267
		\supset	$\overline{}$	$\overline{}$	\supset	\supset	$\overline{}$	\supset

FIG. 40 (CONT.)

BUSINESS PERFORMANCE TREND OVER THE PAST 4 WEEKS AND COMING 4 WEEKS



- RN OFFERED

········· SUCCESS RATE

FIG. 40 (CONT.)

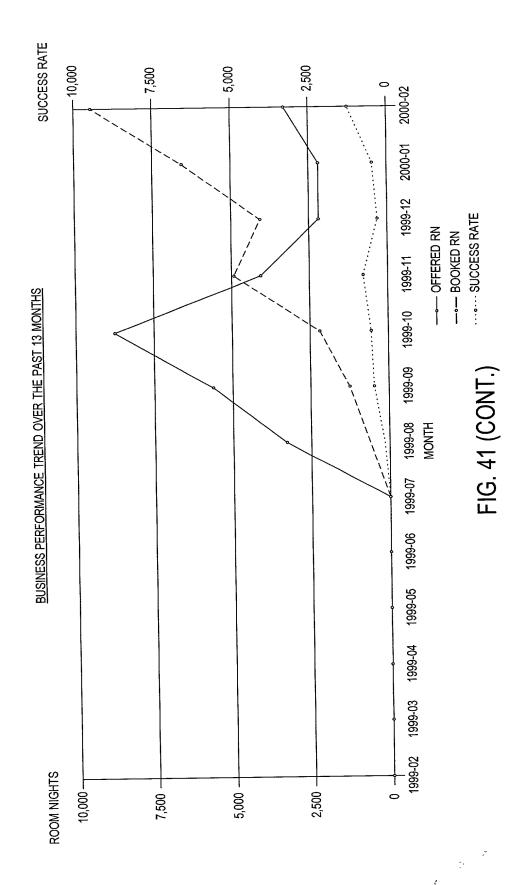
								_		$oxed{oxed}$	\prod	\bigcap	\widehat{A}	\bigcap		
	AVERAGE BOOKED PRICE	0\$	0\$	0\$	\$0	\$0	0	\$136	86\$	26\$	coe	600	\$80	\$79	28\$	\$83
NTH	AVERAGE OFFER PRICE	\$0	\$0	\$0	\$0	0\$	\$98	\$78	96\$	\$106	3	884	\$80	99\$	\$70	\$68
MONTHLY BUSINESS TREND REPORT BY REQUESTED STAY MONTH	SUCCESS RATE	%00.0	0.00%	%00.0	%00'0	%00'0	%00'0	0.65%	%99 6	E.00%	0.44%	20.32%	15.55%	25.63%	36.57%	31.10%
ORT BY REQUE	RN BOOKED BY OTHERS	0	0	0	0	0	_	914	0/0	246	888	632	802	568	066	1558
SS TREND REP	RN BOOKED	0	0	0	0	0	C	24	754	101	4/0	755	356	452	1402	1944
NTHLY BUSINES	RN OFFERED	C) c) C	0	0	21	2016	0540	2083	8634	3716	2289	2115	3834	5949
WO	YEAR	1000	1000	1999	1000	1000	1000	1333	8881	1999	1999	1999	1999	0000	0002	2000
	MONTH	2	MAD.	WAN.	MAV	2 2	205	JUL.	AUG.	SEPT.	OCT.	NOV.	JHC JHC		יולט ני	TYD

FIG. 41

MONTHLY BUSINESS TREND REPORT BY REQUESTED STAY MONTH (CONT.)

		1	Ŧ	T	Т	1	\neg		- 1						
	RN AT 20% OF R	0	0	0	0	0	0	1653	1078	735	439	009	856	2043	2899
	RN AT 40% OF R	0	0	0	0	0	0	196	153	120	47	46	47	947	994
	RN AT 60% OF R	0	0	0	0	0	0	5	2	လ	2	2	2	164	166
	RN AT 80% OF R	0	0	0	0	0	0	0	0	0	1	0	0	8	∞
	YOUR PL RATE (R)			1	•	ı	3	\$219	\$219	\$270	\$270	\$219	\$169	\$120	\$145
	DUE TO NO PL RATE	0	0	0	0	0	0	0	542	4125	853	736	171	199	370
MONITE	DUE TO CLOSED GDS	0	0	0	0	0	21	1161	3566	2992	1187	274	356	136	492
	DUE TO HIGH PL RATE		0	0	0	0	0	2064	1418	972	923	932	1041	2136	3177
		I	I	I	I	I	I	\mathcal{I}	\mathcal{I}	$ \mathcal{L} $					1

FIG. 41 (CONT.)



PAST MONTH BUSINESS PERFORMANCE REVIEW

<u>SUMMARY</u>	YOU ACCEPTED	YOU DECLINED	YOU DECLINED, OTHER ACCEPTED
TOTAL ROOM NIGHTS	356	1399	802
PERCENTAGE	15.55%	84.45%	35.04%
AVERAGE LOS	2.3	3.2	2.5
AVERAGE RATE	\$80	\$80	\$82
TOTAL REVENUE	\$28,567	\$155,102	\$65,373

<u>REASONS</u>	ROOM NIGHTS	AVERAGE RATE	REVENUE
HIGH PL RATE	932	\$61	\$56,395
CLOSED GDS	274	\$105	\$28,839
NO PL RATE	736	\$96	\$70,802

FIG. 42

REQUESTED STAY DAY	ИОМ	IDAY	TUES	SDAY	WEDNESDAY		
OF WEEK PATTERN	ACCEPT	DECLINE	ACCEPT	DECLINE	ACCEPT	DECLINE	
TOTAL ROOM NIGHTS	21	147	18	136	22	189	
ARRIVAL ROOM NIGHTS	18	68	6	71	8	95	
AVERAGE LOS	2.3	4.2	2.9	4.7	3.6	4.3	
AVERAGE RATE	\$81	\$62	\$84	\$66	\$91	\$68	
TOTAL REVENUE	\$1,698	\$9,107	\$1,507	\$8,913	\$1,995	\$12,938	

	THURSDAY		FRI	DAY	SATURDAY		
	ACCEPT	DECLINE	ACCEPT	DECLINE	ACCEPT	DECLINE	
TOTAL ROOM NIGHTS	63	273	88	748	115	294	
ARRIVAL ROOM NIGHTS	46	177	57	567	57	159	
AVERAGE LOS	2.4	3.6	2.3	2.2	1.9	2.9	
AVERAGE RATE	\$82	\$74	\$79	\$102	\$77	\$65	
TOTAL REVENUE	\$5,170	\$20,316	\$6,913	\$76,120	\$8,892	\$19,023	

	SUNDAY		
	ACCEPT	DECLINE	
TOTAL ROOM NIGHTS	29	146	
ARRIVAL ROOM NIGHTS	9	64	
AVERAGE LOS	2.4	3.6	
AVERAGE RATE	\$82	\$74	
TOTAL REVENUE	\$5,170	\$20,316	

FIG. 42 (CONT.)

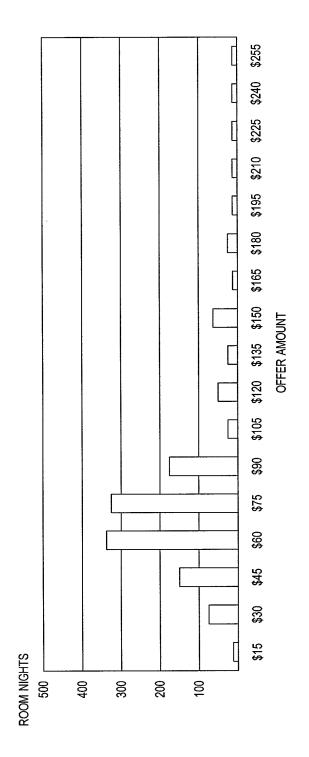


FIG. 42 (CONT.)

COMING MONTH BUSINESS PERFORMANCE PREVIEW

<u>SUMMARY</u>	YOU ACCEPTED	YOU DECLINED	YOU DECLINED, OTHER ACCEPTED
TOTAL ROOM NIGHTS	542	1573	568
PERCENTAGE	25.63%	74.37%	26.86%
AVERAGE LOS	3.4	3.6	2.1
AVERAGE RATE	\$79	\$62	\$66
TOTAL REVENUE	\$42,785	\$97,132	\$37,706

<u>REASONS</u>	ROOM NIGHTS	AVERAGE RATE	REVENUE
HIGH PL RATE	1,041	\$54	\$56,068
CLOSED GDS	356	\$74	\$26,446
NO PL RATE	171	\$81	\$13,783

FIG. 43

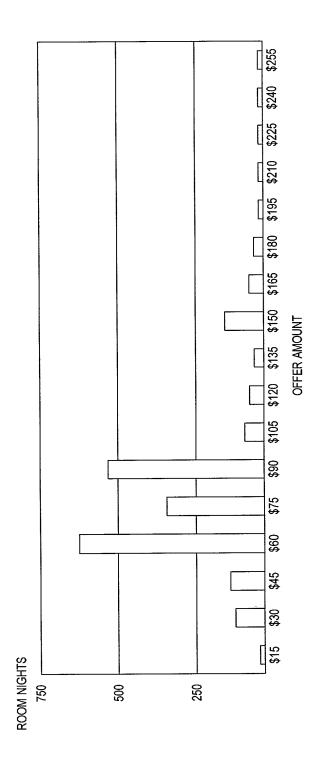


FIG. 43 (CONT.)

ON THE DAYS THAT YOUR PRICELINE RATE WAS OPEN, IF YOUR PRICELINE RATE WERE SET AT THE FOLLOWING LEVEL, YOU WOULD HAVE CAPTURED CORRESPONDING INCREMENTAL ROOM NIGHTS AND REVENUE FOR THE MONTH OF JANUARY SO FAR

RATE GUIDE	PL RATE	ROOM NIGHTS	REVENUE
COMPETITIVE	\$60	136	\$8,160
	\$50	394	\$19,700
AGGRESSIVE	\$45	462	\$20,790

ON THE DAYS THAT YOUR HOTEL WAS NOT SOLD OUT BUT YOUR PRICELINE RATES WERE CLOSED, IF YOUR PRICELINE RATE WERE SET AT THE FOLLOWING LEVEL, YOU WOULD HAVE CAPTURED CORRESPONDING INCREMENTAL ROOM NIGHTS AND REVENUE FOR THE MONTH OF JANUARY SO FAR

RATE GUIDE	PL RATE	ROOM NIGHTS	REVENUE
COMPETITIVE	\$60	510	\$28,050
	\$50	942	\$47,100
AGGRESSIVE	\$44	1,252	\$55,088

FIG. 43 (CONT.)

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MONTHLY DETAILED BOOKING REVIEW

						_
DATE	TOTAL RN OFFERD	ARRIVAL RN OFFERED	TOTAL RN BOOKED	ARRIVAL RN BOOKED	RN BOOKED BY OTHERS	
2/1/00	36	14	14	7	11	П
2/2/00	51	32	18	8	14	\Box
2/3/00	59	31	24	14	17	\Box
2/4/00	104	76	47	35	39	\Box
2/5/00	163	96	80	48	49	\Box
2/6/00	57	25	28	13	14	\Box
2/7/00	58	26	24	13	13	\Box
2/8/00	97	57	30	17	22	\Box
2/9/00	118	59	35	14	20	\Box
2/10/00	144	75	57	32	21	13
2/11/00	187	133	74	62	37	\Box
2/12/00	332	201	124	81	63	\Box
2/13/00	93	38	32	18	24	\Box
2/14/00	95	53	33	24	28	\Box
2/15/00	62	22	25	10	10	\Box
2/16/00	66	26	24	5	13	
2/17/00	85	43	29	16	16	
2/18/00	254	219	70	61	67	(
2/19/00	444	267	132	87	132	
2/20/00	229	71	76	32	70	
2/21/00	93	51	33	20	22	
2/22/00	83	46	31	21	25	
2/23/00	93	47	41	19	26	
2/24/00	129	81	55	39	34	
2/25/00	199	136	80	54	47	
2/26/00	256	115	108	51	66	
2/27/00	88	29	28	12	32	
2/28/00	81	35	27	10	28	
2/29/00	78	35	23	8	30	
TOTAL	3,834	2,139	1,402	831	990	\Box

FIG. 44



MONTHLY DETAILED BOOKING REVIEW (CONT.)

$\Big $	SUCCESS RATE	AVERAGE LOS	AVERAGE OFFER PRICE	AVERAGE BOOKED PRICE	DUE TO HI PL RATE	DUE TO CLOSED GDS	
\Box	38.89%	5.4	\$63	\$81	21	0	
\Box	35.29%	4	\$59	\$77	33	0	\Box
\Box	40.68%	4.1	\$63	\$84	35	2	\Box
	45.19%	3.1	\$67	\$85	57	2	\Box
\Box	49.08%	2.5	\$67	\$82	82	2	\Box
$\langle -$	49.12%	4.6	\$73	\$88	22	4	\Box
$\langle \neg$	41.38%	4.9	\$73	\$86	19	5	\square
\Box	30.93%	3.8	\$83	\$83	16	22	\Box
	29.66%	3.5	\$81	\$80	21	45	\Box
$\langle -$	39.58%	3.2	\$76	\$87	55	21	\sqcap
	39.57%	2.7	\$68	\$87	101	6	\square
$\langle -$	37.35%	2	\$69	\$86	167	7	
$\langle -$	34.41%	3.6	\$66	\$84	55	2	\Box
$\langle -$	34.74%	3.5	\$70	\$93	60	0	\Box
$\langle -$	40.32%	4.5	\$70	\$93	36	0	
$\langle -$	36.36%	4.2	\$71	\$96	41	0	
$\langle -$	34.12%	3.7	\$71	\$94	55	1	
$\langle -$	27.56%	2.4	\$70	\$87	183	6	
$\langle -$	29.73%	2.1	\$73	\$90	310	5	
	33.19%	2.6	\$70	\$87	152	3	
$\langle \ \ \ $	35.48%	3.3	\$66	\$86	60	0	
$\langle -$	37.35%	3.7	\$69	\$87	51	0	
$\langle \ \ \ $	44.09%	3.4	\$71	\$89	51	0	
$\langle -$	42.64%	3.2	\$70	\$90	73	1	\sqcap
$\langle -$	40.20%	2.9	\$68	\$87	118	1	\Box
$\langle -$	42.19%	2.5	\$70	\$88	148	1	\Box
$\langle -$	31.82%	4.1	\$65	\$87	55	0	\Box
	33.33%	4.4	\$72	\$89	39	0	\Box
$\langle -$	29.49%	4.4	\$76	\$86	20	0	
$\langle \ $	37.37%	3.5	\$70	\$87	2,136	136	

FIG. 44 (CONT.)



MONTHLY DETAILED BOOKING REVIEW (CONT.)

					-	
	DUE TO NO PL RATE	YOUR PRICELINE RATE (R)	RN AT 90% OF R	RN AT 80% OF R	RN AT 70% OF R	RN AT 60% OF R
\Box	1	\$70	0	1	9	16
	0	\$70	5	11	13	21
\Box	0	\$75	0	11	12	16
	0	\$75	2	10	28	62
\Box	1	\$75	0	5	6	39
\Box	5	\$70	0	4	4	12
	12	\$70	0	0	0	9
	29	\$70	0	0	0	6
	18	\$70	1	5	5	7
	14	\$80	1	8	11	16
	12	\$80	3	11	26	47
	41	\$80	2	8	27	36
	6	\$95	5	10	27	31
	2	\$95	0	1	8	32
\int	1	\$95	0	0	5	11
	1	\$95	0	5	9	15
	1	\$95	1	5	25	29
	0	\$95	33	57	109	158
	0	\$120	1	2	27	47
$\langle \ \ \ $	0	\$80	0	7	39	40
	0	\$120	0	0	0	0
$\langle -$	0	\$80	3	11	18	22
	0	\$80	3	6	33	37
5	0	\$80	4	5	14	17
	0	\$80	12	24	54	65
5	0	\$80	3	13	32	46
	5	\$80	1	1	2	5
	15	\$80	1	2	36	36
	35	\$80	0	0	1	4
	199	\$83	81	223	580	882

FIG. 44 (CONT.)

MONTHLY DETAILED BOOKING PREVIEW

	TOTAL	ADDU (A)	TOTAL	4DD1\/41	RN	
DATE	TOTAL RN	ARRIVAL RN	TOTAL RN	ARRIVAL RN	BOOKED	
DATE	OFFERD	OFFERED	BOOKED	BOOKED	BY	11
	011210	0	500,122		OTHERS	Ц
3/1/00	70	34	18	5	26	
3/2/00	88	42	20	8	32	\sqcup
3/3/00	201	151	75	64	57	\perp
3/4/00	284	147	103	49	84	\bigsqcup
3/5/00	113	36	21	9	30	\sqcup
3/6/00	152	73	17	7	23	
3/7/00	206	104	16	6	22	
3/8/00	223	124	18	11	19	\square
3/9/00	190	80	31	22	24	$\perp \leq$
3/10/00	259	161	72	62	66	
3/11/00	372	186	117	64	97	
3/12/00	137	41	39	17	30	
3/13/00	132	72	26	12	32	
3/14/00	129	59	22	9	38	
3/15/00	122	55	23	11	36	
3/16/00	188	112	37	26	70	
3/17/00	337	227	87	63	115	(
3/18/00	373	175	55	18	156	
3/19/00	124	51	22	13	47	
3/20/00	131	65	19	9	46	
3/21/00	140	57	12	5	48	
3/22/00	154	67	11	9	49	(
3/23/00	146	75	19	14	42	
3/24/00	233	161	65	51	54	(
3/25/00	338	157	71	25	84	(
3/26/00	131	40	27	17	21	
3/27/00	132	58	11	7	18	
3/28/00	124	50	8	2	19	
3/29/00	114	40	10	5	26	
3/30/00	102	35	15	9	24	
3/31/00	159	80	53	42	36	
TOTAL	5,604	2,815	1,140	671	1471	

FIG. 45



MONTHLY DETAILED BOOKING PREVIEW (CONT.)

							_
	SUCCESS RATE	AVERAGE LOS	AVERAGE OFFER PRICE	AVERAGE BOOKED PRICE	DUE TO HI PL RATE	DUE TO CLOSED GDS	
\Box	25.71%	5	\$78	\$84	17	11	\Box
\Box	22.73%	4.7	\$67	\$85	46	0	
	37.31%	3.1	\$70	\$90	112	8	\Box
	36.27%	3.4	\$73	\$92	145	26	
	18.58%	6.3	\$78	\$102	39	36	\Box
	11.18%	5.3	\$90	\$108	28	80	\Box
	7.77%	4.2	\$99	\$95	20	148	
	8.07%	4	\$96	\$102	17	151	\Box
	16.32%	4.6	\$84	\$97	70	55	\square
	27.80%	3.8	\$72	\$93	146	23	\Box
	31.45%	3	\$72	\$94	223	18	\square
	28.47%	5	\$65	\$86	75	8	\Box
$\langle -$	19.70%	5	\$75	\$95	46	37	\Box
	17.05%	5.3	\$75	\$93	39	22	\Box
	18.85%	5.5	\$75	\$93	44	9	\Box
	19.68%	4.5	\$74	\$92	77	10	\square
$\langle -$	25.82%	3.1	\$71	\$92	199	13	\square
	14.75%	2.9	\$74	\$93	184	15	\square
	17.74%	5	\$70	\$98	80	10	\square
	14.50%	5.1	\$76	\$106	74	11	
	8.57%	4.9	\$72	\$112	63	13	\square
	7.14%	4.5	\$73	\$90	32	35	
	13.01%	4.9	\$74	\$90	49	22	
$\langle \overline{}$	27.90%	3.8	\$75	\$94	120	21	
	21.01%	3.1	\$79	\$95	165	65	\square
	20.61%	5.3	\$84	\$98	40	40	
	8.33%	5.1	\$93	\$99	16	82	
	6.45%	5.7	\$83	\$87	18	90	
	8.77%	5.6	\$79	\$92	18	77	
	14.71%	6	\$77	\$92	28	43	
	33.33%	4.1	\$76	\$92	65	25	
	19.20%	4.6	\$77	\$95	2,295	1,204	[]

FIG. 45 (CONT.)

MONTHLY DETAILED BOOKING PREVIEW (CONT.)

_						
	DUE TO NO PL RATE	YOUR PRICELINE RATE (R)	RN AT 90% OF R	RN AT 80% OF R	RN AT 70% OF R	RN AT 60% OF R
\Box	24	\$110	0	0	0	0
\Box	22	\$110	0	0	0	4
\bigcap	7	\$80	9	18	56	63
\int	11	\$80	13	37	62	64
\Box	16	\$120	0	0	0	4
\subseteq	25	\$120	1	1	1	7
\Box	19	\$110	0	0	0	3
\Box	37	\$110	0	0	0	0
\Box	34	\$110	0	0	7	33
\Box	17	\$110	0	0	0	32
\Box	14	\$110	0	5	10	27
\bigcap	15	\$110	2	2	2	9
\Box	23	\$120	0	0	4	8
\Box	47	\$120	0	0	5	11
	46	\$120	0	0	8	12
	64	\$120	3	3	11	21
$ \Box $	41	\$110	7	17	36	89
	123	\$120	0	7	14	19
\subseteq	13	\$120	3	3	5	11
	27	\$120	0	0	10	12
	52	\$120	0	0	2	2
	76	\$120	0	0	0	1
\subseteq	56	\$120	0	0	7	18
	27	\$120	0	2	14	18
	37	\$120	0	1	3	11
	25	\$120	0	0	0	0
	25	\$80	0	1	7	9
	8	\$80	0	0	10	14
	9	\$80	0	0	2	2
\int	16	\$120	0	0	6	9
\subseteq	16	\$120	0	0	5	7
	972	\$3,430	38	97	287	520

FIG. 45 (CONT.)

WEEKLY LOOKS AND BOOKS REPORT

		$\overline{}$	
AVERAGE BOOKED PRICE	06\$	96\$	\$92
AVERAGE OFFER PRICE	\$72	\$83	\$73
SUCCESS RATE	33.03%	19.27%	20.38%
RN BOOKED BY OTHERS	289	281	477
RN BOOKED	767	292	289
RN OFFERED	890	1515	1518
WEEK ENDING DATE	3/5/00	3/12/00	3/19/00
HOTEL NAME	BOSTON INN	BOSTON INN	BOSTON INN
STATE	MA	MA	MA

	DUE TO HI PL RATE	DUE TO CLOSED GDS	DUE TO NO PL RATE	YOUR PRICELINE RATE (R)	RN AT 90% OF R	RN AT 80% OF R	RN AT 70% OF R	RN AT 60% OF R
	434	45	119	\$110	4	7	13	58
	543	511	162	\$120	1	1	6	52
	664	114	359	\$120	10	17	72	112

FIG. 46

MONTHLY LOOKS AND BOOKS REPORT

€.

		20	No	RN	SECOLO	AVERAGE
MONTH	YEAR	OFFERED	BOOKED	BY BY OTHERS	RATE	OFFER PRICE
DECEMBER	1999	2289	356	802	15.55%	\$80
JANUARY 24	2000	2115	542	568	25.63%	\$66
FEBRUARY 2	2000	3834	1402	066	36.57%	\$70

RN AT 20% OF R	009	856	2043
RN AT 40% OF R	49	47	947
RN AT 60% OF R	2	2	164
RN AT 80% OF R	0	0	&
YOUR PRICELINE RATE (R)	\$219	\$169	\$120
DUE TO NO PL RATE	736	171	199
DUE TO CLOSED GDS	274	356	136
DUE TO HI PL RATE	932	1041	2136
AVERAGE BOOKED PRICE	\$80	\$79	\$87
	1	Γ.	

FIG. 47